THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

1878—FOR 52 YEARS THE CANNED FOODS AUTHORITY—1930

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Canned Stringless Beans..

With canned stringless beans, sales volume and quality are inseparably linked together—to rise or fall together, as the case may be. The income of every canner is too deeply concerned to let anything stand in the way of the highest, most uniform quality in this year's pack.

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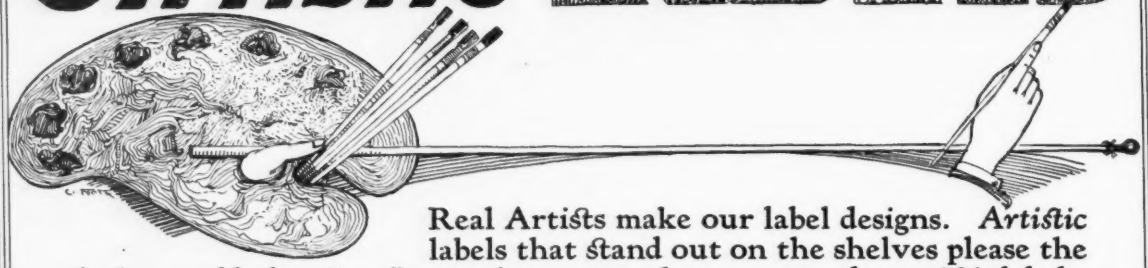

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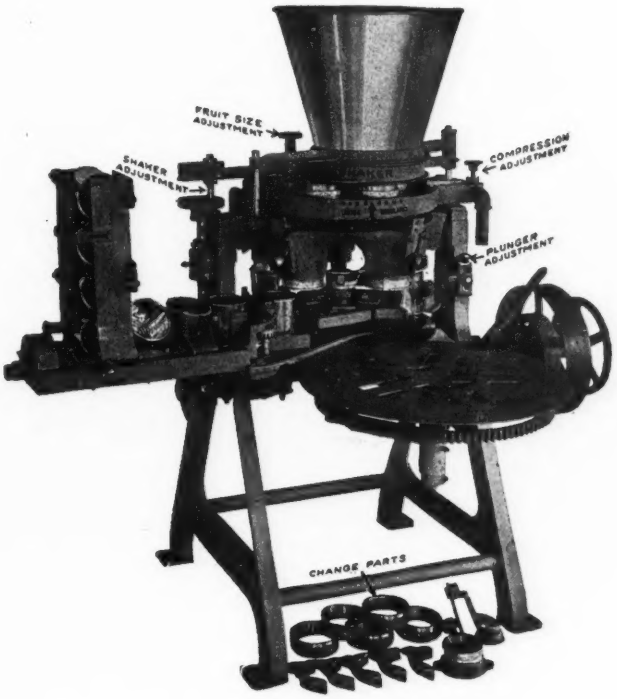
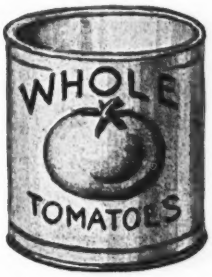


FOR TOMATOES



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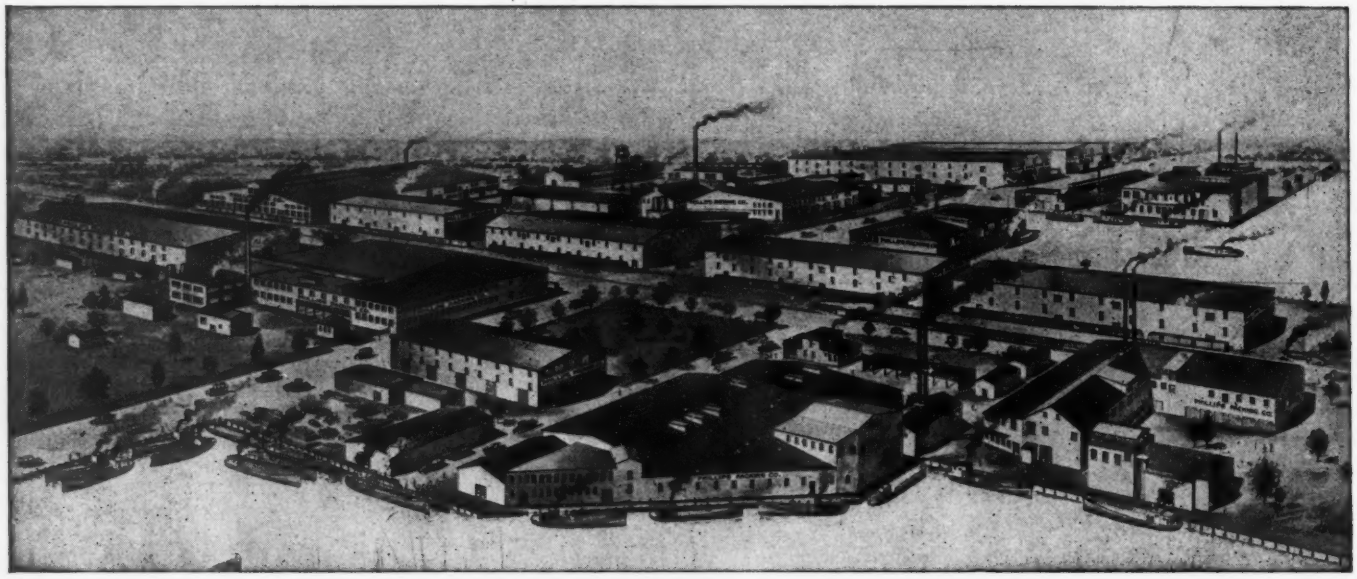

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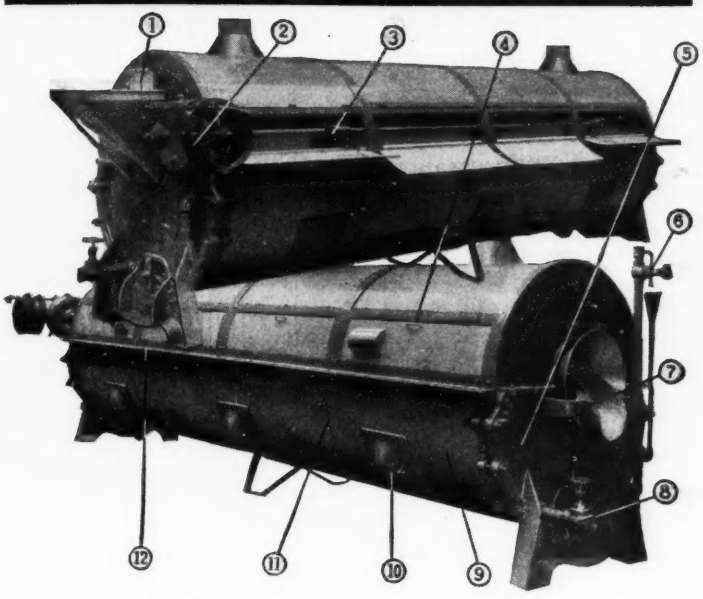

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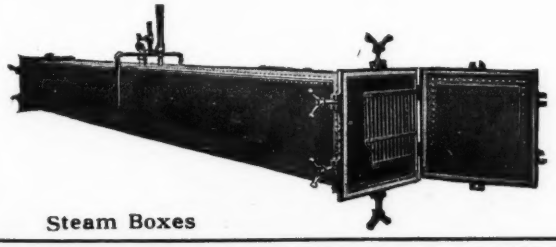

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THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES
Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Foods Packers* of the United States and Canada. Now in its fifty-second year.
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Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 53 BALTIMORE, MAY 11, 1931 No. 39

EDITORIALS

N. C. A. BOARD OF DIRECTORS, MAY 28th—President Harding, of the National Canners Association, has called the spring meeting of the Board of Directors, for Association headquarters, Washington, Thursday morning, 10 A. M., May 28th.

Needless to say the many subjects and their importance will cause a large attendance, and a full day of hard, intensive work. Officers of the various Sections, and of local canners' associations, are included in the invitation, we believe, and they ought to be there, ready with the recommendations of their section or product. In other words, the various Sections, such as the Corn Section, Pea Section, etc., and the local canners' associations, ought to thresh out the problems confronting them; come to some conclusion regarding them, and then send accredited delegates to the National Canners Association with instructions to act. In such manner every article of canned foods and every section of the country would have its wishes presented and acted upon. And the result would be really National action.

THE BIG MEETING—We have been asked how they are going to crowd all the work intended into the one day's session on May 18th, when the three Associations of this section, and all their friends far and near, assemble for what promises to be the most important meeting in recent years. The answer to that seems to be the intention of the officers who designed this meeting, that is to eliminate every possible bit of lost motion and make every minute count. The best way to find out how this is to be done is to be present at the meeting.

Now that the standard for tomatoes has been definitely announced, there will be an opportunity at this meeting to demonstrate just what class of packing will be required to meet the standards. And it is to be hoped that the leaders of this debate will make so perfectly clear and prominent that no one will be able to misunderstand it, the fact that tomatoes must not be packed just to pass the requirement, or in other words the mark set so close that any slight slip will drop the product into the sub-standard class. One is tempted to feel that in these modern times there is too much of that close shooting. They seem to be afraid that they will be just a little better than absolutley required. Common sense would seem to indicate the wisdom of aiming so high that there could be no possibility of falling below the line.

We have before stressed the point that the cheapest item in a case of tomatoes is the product in the can; then why be so stingy with it? Why not follow the Italian style, which has brought them the repute they now have, and that is to drain off every possible bit of juice and pack the tomato meat as dry as the nature of the product will permit. No canner has ever lost by giving the consumers a too good product, and on the other hand the market has suffered severely from the crimpers who have tried to get into the can as little tomato meat as possible to get by with the sale. They have their ideas all mixed up and here is a good opportunity to get them straightened out.

Raw tomatoes this packing season will almost certainly be cheaper than the industry has seen them in a decade. It looks as if every farmer in the land wants to grow tomatoes, and the reason for that is that they have generally been a good profit producer for the farmer, even at $6.00 per ton, and in the present time the hope of getting cash for the crop is a mighty inducement. With that condition confronting them, every tomato canner in the country ought to make it his firm resolve to pack the can solid, full of tomato meat; make it his particular aim to leave the juice out. If you want to pack juice, pack tomato juice; if you want to pack tomatoes, pack tomatoes. If that were going to cost you a lot more money with the prices ruling low as they are, there might be some excuse for not doing it this year, but there is no such excuse in sight, nor possible. If tomato canners this season of 1931 do not give the consumers the finest can of tomato meat ever produced, it will be their own fault, and a shortsightedness for which they will deserve to pay heavily.

We might say the same thing of almost every other crop, especially the fruit crop on the Pacific Coast. Here is an opportunity to get away from the cursed idea of appearances as formulated by the buyers. Appearance is all right, and nobody appreciates it more than we do, but when you make appearance the whole thing and sacrifice the amount of product in the can, its ripeness, flavor and taste, then we repeat appearances become cursed. Pack well-ripened, full-flavored fruit, the can well filled, and you will never make the consuming public angry. They will eat more and more, and by this means you will save some of the thousands of tons of fruit which will most certainly rot on the trees and vines, while people everywhere would much prefer to eat it.

We have digressed from the subject of the big meeting. Let us just conclude by reminding you that every phase in the operation of canning will be discussed. This will begin with the selection of the raw material; its proper handling and preparation for the cans; the proper blanching, processing and cooling; the methods of storing and—a point which every canner must carefully note—the necessity of segregating all cans of doubtful quality, and in particular the coding of cans so distinctly that they may be separated into their respeective batches definitely and without error. Finally, a discussion by Mr. Wells A. Sherman, of the Department of Agriculture, on plans for grading canned foods in the cannery warehouses before shipment. If there is any canner in the business accessible to this meeting and not present to participate in it, it will distinctly be his own fault and his own great loss.

Remember the date, May 18th; the place, Lord Baltimore Hotel, Baltimore. The hosts of the occasion will be the Baltimore Canned Foods Exchange, the Tri-State Packers Association and the Pennsylvania Canners Association, starting promptly at 10 A. M.

THIS MATTER OF COLOR—Commenting on the scheme of testing the color of canned tomatoes, the N. C. A. Information Letter for May 2d says:

"The minimum requirements for color in canned tomatoes, as stated in the standard finally adopted by the Department of Agriculture, are different from those suggested in the tentative standards submitted for criticism. Therefore, the small square color card which was sent out with the Information Letter for April 4 should be discarded.

The method of preparing the sample for color comparison now requires that the drained solids fibers will be left in with the pulped flesh, and only shall be pulped but not strained. All the cores and the seeds will be kept out of the surface examined. Second, the proportion of yellowish color permitted has been increased. Third, absolute amounts of the different colors mentioned in terms of Munsell color cards are not specified.

The Munsell System for color measurement and designation is based on a series of separate permanent color cards, which can be so arranged that any desired amount of each of several color cards may be added together (blended) to show a single color specified, or to match the color of a sample by visual comparison. Each color card is cut in the shape of a circle of a uniform diameter. A small hole at the center and one straight cut from the center of each card makes it possible to overlap the cards so as to leave exposed any desired section (sector) of each card. By whirling these overlapped color cards the color produced by the blending of the exposed color card areas may be seen and compared with the color of a sample nearby. The exposed area of each of the specified color cards necessary to match the color of the sample is a measure of the color of the sample.

The colors specified in the standard for canned tomatoes are (1) dark red, (2) a particular shade of yellow-red, (3) black, and (4) grey.

The poorest tomato color permitted in canned tomatoes prepared for examination in the manner specified would be matched by a color circle showing one-third of its area dark red, one-third yellow red, and the remaining third black, gray or any combination of the black and gray. This minimum color may vary from a dull brownish red to a yellowish pink, depending on the proportion of black and gray, respectively, that are exposed."

This is interesting and illuminating, but it seems to us to present one more evidence that the Mapes Law and its attempt at enforcement are far from perfect.

Green tomatoes, it need not be mentioned, should not be put into the cans; and yet every good housewife who goes into her garden, or particularly to the green market stall, takes tomatoes with some green on them and expects to get them so, and she does not throw away every bit of the green. But when she opens a can she has been taught to expect every particle of tomato in that can to be red ripe and perfect. Here is another evidence of abuse by the buying end of the game.

Standards, of course, cannot be set up for all the varying shades of ripe tomatoes, but it would be interesting if these scientific gentlemen would furnish us color plates true to nature of every species of ripe tomato now on the market, and any or all of which are liable to reach the can, and all of them excellent food products. Stop to think a minute and you will realize that ripe tomatoes run all the way from the famous yellow breed through all the gradation of red down to the dark red or purple, tending into a distinct brown. That indicates the trouble the enforcers of this requirement face, and is one of the reasons why making color a distinctive feature of it might better have been avoided. The green portions found in a can are easily identified by anyone, even the inexperienced. If the can has been processed so hard and so long as to make the green portions soft enough to be doubtful, the red meat in the can will have been cooked to pulp. So it would never be difficult to pick out of any can the real unripe or green portions and to condemn it accordingly. There seems to be over-emphasis again on this color matter, and of course it does work a hardship on a man who might find his crop thoroughly ripe, of excellent taste, but of the pink or shading to the yellow color, to have them classed among sub-standards, merely on color.

We are likewise rather seriously opposed to the over-emphasis on the bits of skin found in the can. This again is wholly and entirely a buying or selling point, and not within the consideration of quality. Bits of skin indicate carelessness in factory operation, it is true, and the man who gives close attention is entitled to a reward over the careless operators. But the more skin in the can the better the flavor, and so again we run across a contradiction.

All of these matters will have consideration in the above-mentioned meeting, and we miss our guess if there is not a larger attendance of canners and superintendents than has been seen at any recent convention in some years.

Just One Of
21
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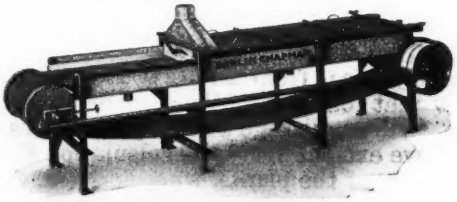

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Efficiency In Pitting Cherries

By Dr. B. J. Howard
Chief Microanalytical Laboratory, U. S. Department of Agriculture.

EARLY in 1930 a letter was received from a cherry packer to whom the Administration had sent a notice calling attention to the number of pits which had been found in his No. 10 "pitted" cherries. In his letter he expressed some surprise that complaint was made, since he had entertained the idea that if there were less than 100 pits per No. 10 can the fruit was to be regarded as acceptably free from pits.

For fear that there may be others who hold such erroneous conceptions as to what should be regarded as acceptable pit removal, the following article has been prepared in the hope that the industry, both packer and buyer, may profit through a more accurate understanding of the question.

Pitted cherries are used mainly by bakers for pie manufacturing and by preservers in making cherry jam or preserves. From the viewpoint of the ultimate consumer it is hard to imagine anything much more disagreeable than when eating a piece of pie to have his teeth smash down suddenly upon a cherry pit or a part of one. In a product labeled to indicate that the pits have been removed, the buyer is fully justified in expecting one from which the pits have been removed as fully as is mechanically possible in good factory practice. Furthermore, a product labeled as "pitted" is certainly open to a charge of misbranding under the food and drugs act, if the number of pits exceed what is shown as reasonable for good practice. Some cherry packers have sought consistently to raise the efficiency with which the pits are removed, and have made notable progress in this regard. Especially is this true in certain sections of the country where the pitted cherry industry is important.

In some parts of the country the efforts of the state officials in encouraging improvement in this direction unquestionably have had a good influence. This has been done by calling the attention of the careless packers to the poor showing made by their own product in regard to content of pits in comparison to that of some of their competitors. The matter of reducing the number of pits has been given more attention by Eastern packers than it has received in Western plants. This probably is due in part to the fact that to Western packers the pitted cherry business is of minor importance compared to the trade in whole cherries.

Data on the question of pit abundance have been accumulating in the files of the administration for some time, and a study of them has revealed some interesting facts concerning individual plants. In some cases regulatory action has been taken on account of excess pits, while in others the tests show a consistently low number of pits. On the other hand, the records of some plants show the number of pits to be fluctuating.

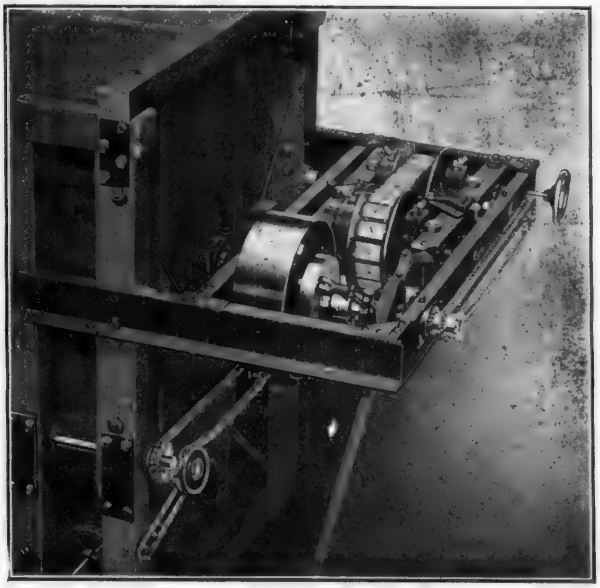
In making tests of freshly pitted cherries at the factory, a full No. 10 can is regarded as the most represenative example. With a little experience the analyst develops skill in rapidly rolling the cherries between the thumb and fingers, so that the testing is not a great time consuming operation, and the sample after being tested is still intact so as to allow of its being packed. When it is necessary to compare No. 10 and No. 2 cans it is customary to use a 5.1 ratio, which is close enough for practical purposes.

Some of the tests described below were made on the fresh fruit at the packing plants, though most of them were on the canned product, either in No. 2 or No. 10 cans taken from stock. A study of the results of tests on No. 10 cherries, from 24 New York canneries in 1929, show that fourteen of them, or 59 per cent of all the plants, had an average of five pits or less per No. 10 can. If we exclude from the calculation the results obtained at two of the plants, where obviously careless practices in regard to pits prevailed, the total average on the remaining 22 factories was 4.5 pits per can.

In the case of the No. 2 cans, there were examined from two to six from each of 30 packers. Of these 17, or 56 per cent of all, had an average of one pit or less per can. If we exclude from the calculations the results from five plants where obviously careless procedure existed, the average in the remaining 25 factories was 0.9 pits per can. In the series of samples collected it happened that there was an aggregate of 23 cans from eight out of the thirty plants. On examination these proved to be entirely free of pits. Tests in other states have shown similar results, though the number made were not as comprehensive as in the state mentioned.

In order to secure most satisfactory results, the pitting machine should be made for the type of cherry with which it is to be used. Machines built for small cherries, such as the Early Richmond and Montmorency, will not work satisfactorily on the Royal Anne or other large kinds of cherries. The same holds true in trying to pit the small type of cherry in machines built for large varieties. In the latter case the cherries do not center accurately in the cups, with the result that when the needles are lowered they often strike the pit so as to fracture it, or possibly miss hitting it altogether. As to broken pits, some people have expressed the opinion that a ragged, sharp fragment of pit is even more objectionable than the entire pit.

In order to obtain good results, it is necessary that the packer make frequent tests on each pitter during the day. Some packers running several pitting machines find it wise to keep one employee engaged constantly throughout the day in making the tests for pits. In such cases the operation of each machine is tested successively and a record kept. In this way any pitter operating faultily is at once located, and is shut down for inspection and adjustment. Testing individual pitters is far better for factory control than to depend on samples composited from all the machines. Assuming that the machine is made for the size fruit being handled, it most often happens that faulty performance is the result of broken or bent needles. In one plant operating six pitters a few years ago a careful testing and checking record was kept during the season. It was claimed that at the end of the pack, out of a total of many hundred tests conducted during the season, the average was about one and one-third pits per No. 10 can. In this plant a pitter showing a test of four or more pits was immediately cut out of operation and given an inspection and adjustment.



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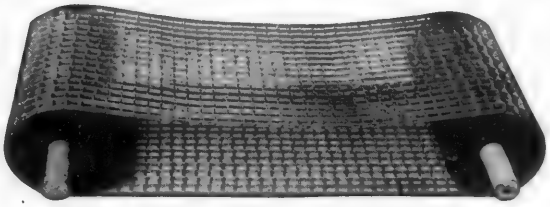

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La Porte Mat & Manufacturing Company
La Porte, Indiana

From observations made in a large number of plants it appears that by proper attention cherries can be pitted by modern machines with such efficiency that there will remain only a trace of pits in the final product. If the buyers were aware of the degree of efficiency which is attainable, it seems probable that they would give this factor more significance in their contract schedules than is usual at the present timee.

HOW NEW YORK AIDS FARMERS IN MARKETING PRODUCTS

By H. DEANE PHILLIPS

Director Bureau of Markets, Department of Agriculture and Markets, State of New York.

U. S. Daily for April 24, 1931

STARTED in 1922 as a service for the inspection and certification as to grade and condition of carlot shipments of fruits and vegetables, the grade certification service of the New York Department of Agriculture and Markets has expanded in recent years to include also a similar service for products delivered to canning factories and for those placed in storage. Through this expansion the original "shipping point inspection" has now become only one of three distinct but similar phases of the work.

The objects of the service are as follows:

(1) To demonstrate the correct use of the standard United States Grades, and such State grades for farm products as have been established.

(2) To provide a means of official certification as to the grade and condition of farm products at the time of shipment, thereby facilitating sales, preventing disputes and furnishing a basis for a fair adjustment of losses and damage which may occur in transit.

(3) To provide an equitable basis of payment according to quality for products delivered to canning and processing factories, and when purchased for storage or other purposes.

The inspectors are employes of the New York State Department of Agriculture and Markets, and are also licensed as Federal inspectors by the United States Department of Agriculture, the latter agency having general supervision over the actual inspection work, so that the inspection may be kept uniform with that in other states, and especially with inspections made in the terminal markets by Federal inspectors.

In the case of "shipping point" inspections, an official certificate is issued, covering each carload so inspected. This sets forth in detail the condition of the car itself and its equipment; products inspected and distinguishing marks; loading; pack; size of product; quality and condition of product; and includes a statement as to whether or not the load as a whole meets the requirements of United States Grade No. 1, or of some other standard United States Grade.

These certificates are received as prima facie evidence in both State and Federal courts as to the matters therein set forth. By eliminating disputes they facilitate sales and decrease marketing risks. Two copies are furnished the shipper; one copy is filed with the State Department of Agriculture and Markets, and one is filed with the United States Department of Agriculture at Washington, D. C.

In the case of products received at canning factories, processing plants and storage warehouses, certificates are also commonly issued and serve as the basis of payment to the grower, one copy being furnished the latter and one copy being given the factory or the buyer at the storage, as the case may be. In some cases where payment is not on a grade basis or where other reasons exist, certificates are not issued and the inspectors merely classify and segregate the product according to grade and condition as it is received.

This service is in no sense a regulatory or law enforcement activity. Its use is entirely optional with shippers or others who have need of it and are willing to pay the required fee.

Wherever possible to do so these fees are levied on an exact cost basis, with a nominal charge for State and Federal "overhead." This can be done readily when inspectors are engaged for a considerable period in serving a single applicant for the service as at a canning factory. With much of the carlot inspection work, however, exact costs per inspection are difficult to determine and a fixed fee is charged, which varies according to the product to be inspected and the conditions under which the inspection is to be made.

The fees thus collected are shared by the State and Federal departments according to the relative expense incurred by each in carrying on the work. The portion received by the New York State Department of Agriculture and Markets is turned over to the State Treasury, in line with State fiscal regulations; it cannot be re-expended by the Department to finance the service. Such State money as is available for the work, therefore, is only that sum appropriated specifically for the purpose each year by the Legislature, supplemented on occasion by such general department funds as properly can be used in this manner.

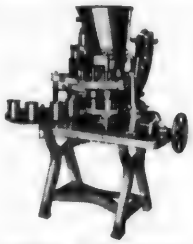
Since this work represents a purely service function undertaken by the State and Federal governments, financed on definite appropriations, it can be made available only where a sufficient volume of business exists to make it feasible and to allow it to be more or less self-supporting.

In some years the fixed State appropriation available makes it impossible to meet all requests for the service, even where it might otherwise be feasible to provide it. But since its beginning the funds made available by the Legislature have increased steadily, the work has expanded rapidly, and the service can now be furnished in practically all parts of the State where demand for it exists.

At the outset the service was available only on potatoes (season of 1922-23). Since then it has been extended to cover all important fruits and vegetables produced in New York State. As yet the work has not been developed to include such products as hay, poultry, cheese and many others to which the plan is generally applicable.

It is expected that in time the work can be still further extended to include some of these other farm products. Where the need exists in the case of these other commodities, and where conditions seem such as to make the service feasible, the State Department of Agriculture and Markets is willing to consider requests for such an extension of the work and to discuss the possibility of furnishing the service.

With the qualifications indicated above, the service is available to all who may have need for it and are willing and able to pay the required fees.



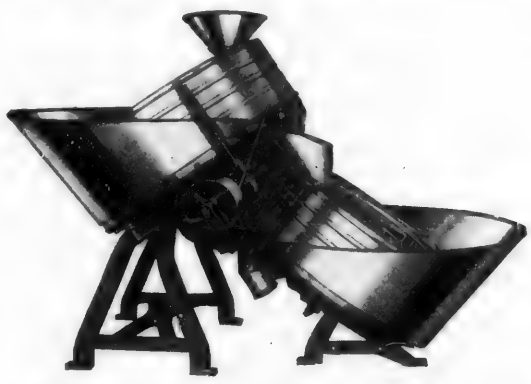
HANSEN SANITARY PEA AND BEAN FILLER

HANSEN SANITARY CONVEYOR BOOT

HANSEN SANITARY CAN WASHER

HANSEN FOUR ROLL BEET TOPPER

HANSEN FRUIT AND VEGETABLE FILLER



DISTINCT CLASSES OF QUALITY!

The Hansen Quality Grader is a machine that simplifies all phases of the pea canning industry and favorably effects every factor that makes for quality. It separates peas into distinct classes of tenderness and removes practically all skins, splits, thistles and hard floaters reducing the number of hand pickers about seventy-five per cent.

Correct blanching is made possible because the peas may be separated into groups of like tenderness and blanched accordingly. The Hansen Quality Grader has ample capacity for one line.

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Hansen Canning Machinery Corporation

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CERTIFIED TOMATO SEED grown by us under the supervision, and officially inspected by the Pennsylvania Department of Agriculture. We are privileged in being the first seed growers to offer seeds of Tomato, each package of which will be accompanied by a certificate from the Pennsylvania Department of Agriculture as respects excellency of stock, purity of type and freedom from disease. Our supply of course is not unlimited but we can offer until sold certified seed of---

Marglobe

undoubtedly the best of all recent introductions, similar to the Globe but larger; more productive, smooth and red. The perfect tomato for canning.

Bonny Best

Early, smooth, red and productive; a continuous bearer and excellent for canning.

Greater Baltimore

A heavy fruit bearing variety; earlier and more productive than the Stone. Fruits large, solid, round, red and free from blemish. An ideal canning variety.

We are also the introducers of Landreth's Red Rock, The Bloomsdale, The Delaware Beauty The Landreth, and several other varieties. These varieties are unsurpassed.

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The Official Standards For Tomatoes, Cherries & Apricots

United States Department of Agriculture, Food and Drug Administration

Service and Regulatory Announcements.
Food and Drug No. 4.
Supplement No. 1.

Amendment of July 8, 1930, to Federal Food and Drugs Act and Requirements Thereunder

Under the authority conferred by the amendment of July 8, 1930, to the Federal food and drugs act (Sec. 8, par. 5, in the case of food), there are hereby promulgated, to become effective 90 days from date, the following: Standards for canned apricots, canned cherries, and canned tomatoes.

ARTHUR M. HYDE,
Secretary of Agriculture.

Washington, D. C., April 27, 1931.

CANNED TOMATOES

Standard

Canned tomatoes are the normally flavored and normally colored canned food consisting of the peeled, cored and trimmed, whole or large pieces of the mature red fruit of the tomato vine (Lycopersicum esculentum), with or without the drained juice of peeled cored and trimmed tomatoes, in amount not exceeding that normal to the fruit being packed, and with or without added seasoning (sugar, salt).

Meaning of Terms

The fruit shall be considered as whole or in large pieces when at least 45 per cent of the total contents will be retained after the draining for two minutes on a sieve* having 2 meshes to the inch. On containers of less than 3 pounds net weight sieves 8 inches in diameter are used. On containers of 3 pounds net weight or more sieves 12 inches in diameter are used.

The fruit shall be considered normally colored when a sample at least 1 inch deep of the homogeneous pulped meats shows a red color containing at least 58.0 per cent red and not more than 37.3 per cent green, in terms of the three primary color distribution curves of the Optical Society of America, referred to Abbott-Priest standard white light.'** In performing this test the material retained on the 2-mesh sieve is pulped and freed from air bubbles. It is then placed in a black container and visible seeds are removed by skimming or pressing below the surface.

The fruit shall be considered as peeled when there are not more than 1.5 square inches of peel per pound of net contents.

The fruit shall be considered as trimmed when the total exposed area of unsightly blemishes, such as scars or brown or black colored portions, does not exceed one-quarter square inch per pound of net contents.

*Wire of a uniform diameter, not less than 0.04 nor more than 0.07 inch.

**These percentages do not refer to the proportion of "red" to "green" tomatoes in the container. They are rather the precise physical terms necessary to define color accurately in a legal standard. Conformity to the minimum color requirement may be conveniently judged by certain commercial color measuring devices. For example, the color of a given sample may be matched by the following combination of Munsell color discs:

(1) 5R 2.6-13 (glossy finish).
(2) 2.5YR 5-12 (glossy finish).
(3) N1- (glossy finish).
(4) N4- (glossy finish).

If the exposed area of disc (1) covers one-third or more of the circle, and the exposed area of disc (2) does not exceed that of (1), the sample meets the minimum color requirement, regardless of the exposed area of discs (3) and (4).

Sub-Standard Designation

Canned tomatoes which fail to meet the above standard shall, except as hereinafter provided, bear the legend for low quality promulgated by the Secretary of Agriculture.

Exceptions

Canned tomatoes which fail to meet the above standard only in that they contain added pulped and strained tomato material need not bear the low quality legend if labeled "tomatoes with puree for trimmings."

CANNED CHERRIES

Standard

Canned cherries are the normally flavored and normally colored canned food, consisting of (1) the normal and uniform sized fleshy, mature, unblemished, stemmed, whole fruit of the cherry tree, and (2) sugar solution.

The weight of fruit in the container is not less than three-fifths the weight of water which the sealed container will hold at 68 degrees F., except that when necessary to prevent the crushing of the fruit a tolerance not exceeding the combined weight of three average units is allowed. The liquid portion of the finished product reads not less than 16 degrees Brix (read at the proper temperature for the instrument used).

Meaning of Terms

The fruit shall be considered normally colored if the general color of the flesh be yellowish white.

Units of one-tenth of an ounce or larger are considered of normal size.

The cherries shall be considered uniform in size if 80 per cent of the units will pass through a circular opening 25 per cent larger in diameter than that through which the smallest unit will pass.

The fruit shall be considered fleshy if the skin and flesh of the drained cherries is 88 per cent or more of their total weight.

The fruit shall be considered unblemished if 80 per cent or more of the units in the container are free from scabs, excessive healed cracks or other unsightly blemishes. Cracks are considered excessive when their total combined length and width exceeds one-half inch, excluding checks less than one-eighth inch wide located in the stem depression and concentric with its sides. Unhealed cracks which form during cooking are not considered blemishes.

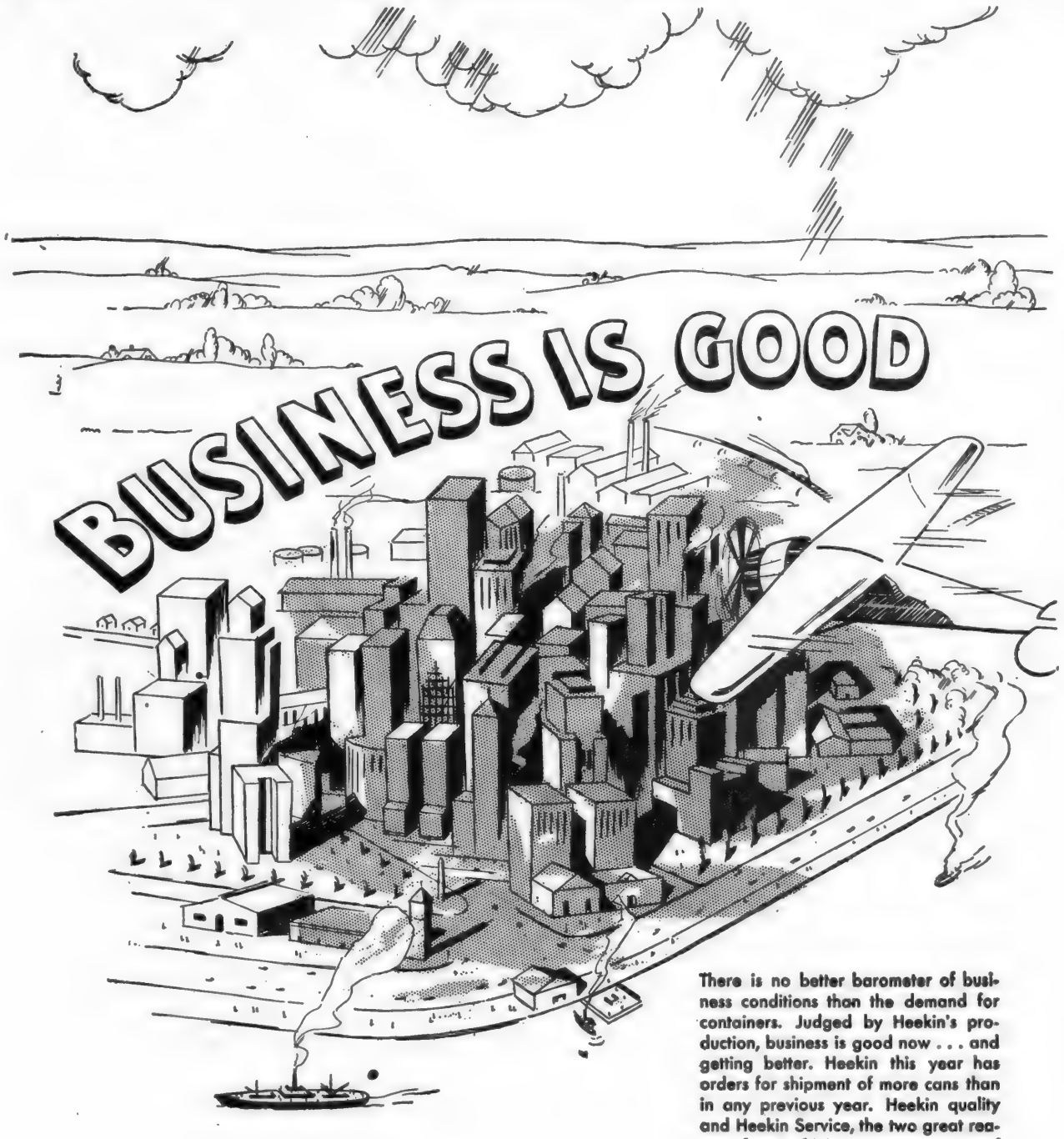
The weight of the fruit in the container is that of the fruit material in both the solid and liquid components, and is thus equivalent to the "put-in-weight."

Sub-Standard Designation

Canned cherries which fail to meet the above standard shall, except as hereinafter provided, bear the legend for low quality promulgated by the Secretary of Agriculture.

Exceptions

Canned cherries which fail to meet the above standard only in that they consist of cherries packed in water need not bear the low quality legend if labeled "water-pack cherries."



There is no better barometer of business conditions than the demand for containers. Judged by Heekin's production, business is good now . . . and getting better. Heekin this year has orders for shipment of more cans than in any previous year. Heekin quality and Heekin Service, the two great reasons for Heekin's two generations of growth and progress are available to you. We would like to serve you.

HEEKIN CANS

Canned cherries which fail to meet the above standard only in that they consist of pitted whole cherries need not bear the low quality legend if labeled "pitted cherries," even though the units may fail to meet the requirements for normal size and uniformity of size.

Canned cherries which fail to meet the above standard only in that the flesh is of some color other than yellowish white, as red sour cherries, Bing cherries, black cherries, etc., need not bear the low quality legend if labeled to show the type to which they belong.

CANNED APRICOTS

Standard

Canned apricots are the normally flavored and normally colored canned food, consisting of (1) the normal and uniform sized, tender, unpeeled, mature, unblemished, pitted, unbroken halves of the fruit of the apricot tree, and (2) sugar solution.

The weight of fruit in the container is not less than three-fifths the weight of water which the sealed container will hold at 68 degrees F., except that, when necessary to prevent the crushing of the fruit a tolerance not exceding the weight of two average pieces is allowed. The liquid portion of the finished product reads not less than 16 degrees Brix (read at the proper temperature for the instrument used).

Meaning of Terms

The term "normally colored," as it relates to the fruit, means a general effect of yellow.

Units of three-eighths of an ounce or larger are considered of normal size.

The units shall be considered uniform in size if the transverse diameter of any unit does not vary more than 12.5 per cent from the corresponding average diameter of the pieces of fruit in the container.

The fruit shall be considered tender when the flesh of not less than 80 per cent of the units by count is completely perforated by a cylindrical rod, three-sixteenths inch in diameter, under a load of 300 grams (approximately 10.6 ounces), applied vertically to the exposed, peeled surface of a test piece carefully placed on an appropriate support. In performing this test the rod is placed on the exposed surface under an initial load of 100 grams and the load increased at a uniform, continuous rate of 12 grams per second until the piece is perforated. The test piece is conveniently supported on a rigid, convex surface of such curvature as to fit into the seed cavity and permit it to maintain its normal shape. The peel is conveniently removed with pointed, sharp scissors. The fruit shall not, however, be so soft that the pieces in the can lose their natural shape when the container is opened and the product is carefully removed to a dish.

The fruit should be considered unblemished if 80 per cent or more of the pieces in the container are free from scabs, bruises, frost bites, sunburn, hail injury, green or brown colorations, or other unsightly blemishes, and no piece shows blemishes in excess of 10 per cent of its convex area.

The fruit shall be considered as unbroken halves when 80 per cent or more of the units are unbroken and not excessively trimmed. Excessive trimming is defined as that amount which destroys the normal shape of the half.

The weight of the fruit in the container means the fruit material in both the solid and liquid components. It is thus equivalent to the "put-in weight."

Substandard Designation

Canned apricots which fail to meet the above standard shall, except as hereinafter provided, bear the legend for low quality promulgated by the Secretary of Agriculture.

Exceptions

Canned apricots which fail to meet the above standard only in that they consist of apricots packed in water, need not bear the low quality legend if labeled "water-pack" apricots."

Canned apricots which fail to meet the above standard only in that the halves are peeled, need not bear the low quality legend if labeled "peeled apricots."

Canned apricots which fail to meet the above standard only in that they consist of unpeeled, whole apricots, need not bear the low quality legend if labeled "whole apricots," even though the units may fail to meet the requirement for normal size.

Canned apricots which fail to meet the above standard only in that they consist of uniformly sliced, peeled apricots, need not bear the low quality legend if labeled "sliced, peeled apricots." In such cases the requirement of not less than three-eighths of an ounce in weight shall be changed to not less than one-twentieth of an ounce for each unit.

CAREFUL CULTIVATION ADVISED TO DESTROY CORN WORM MOTH

Should Be Done at Once, However, Before Moth Has Chance to Lay Eggs

MARYLAND farmers who desire to rid their soil of the destructive corn ear worm or tomato fruit worm should make it a point to carefully cultivate all fields in which they grew tomatoes, beans or sweet corn last year, it is advised by P. D. Sanders, associate entomologist for the Extension Service of the University of Maryland. Moreover, this cultivation should take place before May 15, so that the moth in the soil may be destroyed before it emerges to lay eggs from which the worm is produced during the summer.

According to Mr. Sanders, with the advent of cool weather in the fall or latter part of the summer, the corn worm burrows into the soil to a depth of two to nine inches, where it forms a small, silk-lined tunnel to house the pupae. In the spring, at about this time, the moths will emerge from the tunnels, unless the field is cultivated and the rain permitted to destroy these tunnels and moths. If the moth is not destroyed at this stage, it will produce eggs, which in turn will give forth worms to carry the cycle on for the coming year.

Last year, because of the drouth, the ravages of the corn worm were increased considerably in the State, especially on the Eastern Shore, where as much as a 50 per cent loss was reported in late beans. Tomatoes and corn also suffered in excess of normal. This means, of course, that there was a large carry-over of moths which must be destroyed soon, before they start another year of destruction. A recent investigation by Mr. Sanders of fields heavily infested by the worm last year showed over 5,000 pupae to the acre in tomato ground and 15,000 pupae to the acre in bean fields.

The worm, familiar to every farmer in the State, measures, when full grown, about 1¼ inch in length, and varies from green to brown in color, depending upon the type of food consumed.

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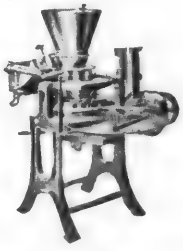

AYARS NEW PERFECTION PEA FILLER

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"Quality Has No Substitute"

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CONTINENTAL TRUST BUILDING

BALTIMORE ∴ MARYLAND

Better Profits

A department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits. Conducted by an Expert of long experience, but whose identity will be kept hidden.

QUESTIONS INVITED, AND YOUR OPINIONS WELCOMED.

A CANNER in the West writes:

"Several times I have been asked to join an association of others in the same line of business. I am situated out here, off the beaten track, not near many other canners, and I have been making a little money. It seems to me that the association has very little to offer me, and that on the other hand, it will cost me time and money as well if I become a member and take an active part in affairs."

This letter is quite typical of the attitude so often adopted by men who fail to reason matters out. Trade associations are like the Irishman's description of whiskey. He said: "Sure, there ain't no bad whiskey, but some is better than others."

Some associations are better than others, but they are all doing just as good work as their component membership wants to have done and is willing to finance.

I like the attitude of the canner quoted when he intimates he expects to take an active part in association affairs if he becomes a member. Too many men are content to pay dues, cuss the officers roundly if nature does not produce bumper crops or if economic conditions are against the packer.

Any group of men is as strong as its weakest member. Any association cannot rise above the level of mental activity on the part of its leaders.

The smallest lodge in the country has a faithful few who carry on the dull, prosaic work of keeping the body and soul of the lodge alive between the times when the ritualistic work is to be done and a feed provided by the sisters of the lodge.

Every association has a few loyal members who support the secretary, furnish inspiration to him and the membership in turn and who are always ready to sacrifice their leisure and take time from their own business which can be poorly spared for the purpose of helping the industry as a whole.

The rank and file of membership is quite content to pay dues, accept what the secretary provides and to wonder what they are getting out of the membership, anyway. You can count the active associations in our industry on the fingers of your two hands.

These have been blessed with a succession of active self-sacrificing presidents, capable boards of directors and hard-working, well-informed secretaries who are in the work like missionaries, for the good they can do.

In addition to all these qualifications for success, these active, stable trade associations have been helped greatly by a large representative membership.

Our Western friend should consider several aspects of the association he has been asked to join.

Has it a representative membership?

Has its secretary the confidence of the membership?

Is the board of directors active and do they stand for the best in the industry?

If these four questions can be answered in the affirmative, he should join at once. And become as active as possible.

Association work is like anything else. Like dropping a sponge in a bucket of water. You can squeeze out of the sponge exactly what you put in it, and not a drop more.

If a member contributes of his thought and from his experience to his association, he will get valuable help and faithful contacts from his membership.

A prospective member might well say he expected to get information from the secretary of the associations as to stocks on hand in the industry, sales monthly, anticipated packs, state of crops, etc., as the crops progress.

Quite right. A member has a perfect right to expect all this, but before it can be accurately compiled and disseminated it must first be collected from the membership. That's the member's contribution. A small one, it's true, but mighty hard to get into an association's office and distributed in time enough to be valuable. Each member must feel personally responsible for the prompt return to his association of any information asked for. Only then has he any right to question the time of release, and if everyone will be prompt in giving his individual information, no one will have any reason to complain.

A trade association functions first, then, in the collection and spreading of essential facts regarding the industry.

Some feel it should stop there.

On the contrary, the secretary, through his office, should be the doormat and the mouthpiece of the trade represented.

Debatable matters should be threshed out in committee, then circulated to the membership and finally published by the office.

Wrongs can be righted, sore spots cleaned up by the association, while any individual canner or firm would be powerless to initiate action. All associations have been weak, and still are as far as sales service and assistance are concerned.

Producers still live in the past, and are more concerned over the possibilities of micro-organisms contaminating the pack than they are over the probabilities of some one underselling them.

Nothing but experience will teach the rank and file of association members differently.

Our prospective members must not expect sales help from membership in his association, not yet.

This may come, but only as a later development.

If he will join with the determination to help his fellow canner and member, to tell him of his pitfalls and dangers, he will soon find that the other fellow is more than willing to met him half way. The day of concealment, evasion and "three cheers for myself" has about passed.

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* * *

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for the Canning Industry
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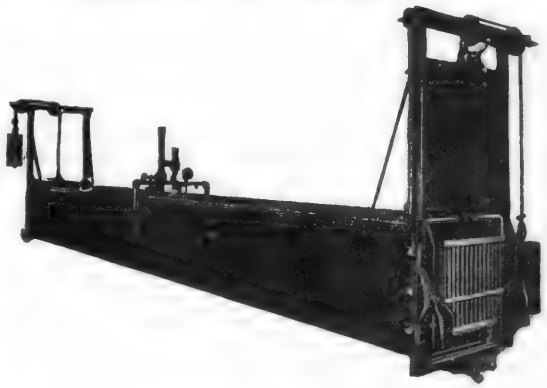

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Capacity? It has it to a degree that is surprising.

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Salt Lake City, Utah

The truth, facts, everything above the table will do more to pull us out of the slough we are now in than all the government aid we have been hoping for and dodging to the best of our ability when offered. The weakest product association of the canning industry can move mountains if backed by a loyal membership, representative of the industry and headed by a sound thinking board of directors, willing to share a part of the other fellow's burden and working through a secretary in whom all have confidence.

Yes, brother, joint your association, work in your association and back it up in every way you can.

It will help you help yourself!

This year we need all the help we can get.

TARIFF HEARING ON CANNED TOMATOES

Public Notice of Investigation by the United States Tariff Commission under the Provisions of Section 336 of Title III of the Tariff Act of 1930. Investigation No. 60 by the United States Tariff Commission for the purposes of Section 336 of the Tariff Act of 1930.

Canned Tomatoes and Tomato Paste

The United States Tariff Commission on this 5th day of May, 1931, under and by virtue of the powers granted by law, and pursuant to the rules and regulations of the Commission, and in accordance with the request of the President, dated April 1, 1931, under Section 336 (a) (1), of Title III of the Tariff Act of 1930, hereby orders an investigation for the purposes of said Section 336, of the differences in costs of production of, and of all other facts and conditions enumerated in said section with respect to, the articles described in paragraph 772 of Title I of said Tariff Act, namely,

Tomatoes Prepared or Preserved in Any Manner, being wholly or in part the growth or product of the United States, and of and with respect to like or similar articles wholly or in part the growth or product of competing foreign countries.

Ordered further, that all parties interested shall be given opportunity to be present, to produce evidence and to be heard at a public hearing in said investigation to be held at the office of the Commission in Washington, D. C., or at such other place or places as the Commission may designate, on a date hereafter to be fixed, of which said public hearing prior public notice shall be given by posting a copy of the notice thereof for thirty days at the office of the Commission in the city of Washington, D. C., at the office of the Commission at the port of New York, and by publication in "Treasury Decisions," published by the Department of the Treasury, and in "Commerce Reports," published by the Department of Commerce, copies of which said publications are obtainable from the Superintendent of Documents of the Government Printing Office in Washington, D. C.

And ordered further, that public notice of said investigation shall be given by posting a copy of this order for thirty days at the office of the Commission in the city of Washington, D. C., and at the office of the Commission at the port of New York, and by publication in said "Treasury Decisions" and in said "Commerce Reports."

I certify that this investigation was ordered by the United States Tariff Commission on the 5th day of May, 1931.

SIDNEY MORGAN, Secretary.

TRADE-MARKS

Following are trade-mark applications for canned foods and fresh and dried fruits and vegetables pending in the U. S. Patent Office, which have been passed for publication and are in line for early registration, unless opposition is filed promptly.

For further information address Mason, Fenwick & Lawrence, Patent and Trade-Mark Lawyers, 600 F Street, N. W., Washington, D. C.

As an additional service to its readers, The Canning Trade offers an advanced search free of charge on any mark they may contemplate adopting or registering.

The Flo-Ruth Farm, Joseph Schwartz, doing business under Flo-Ruth Farm, Benton Harbor, Mich., canned fruits, vegetables, bottled fruits and vegetables. Use claimed since June 1, 1928.

Elien Daie and design, Ellendale Canning Company, Philadelphia, Pa., whole tomato catsup, tomato soup, tomato puree, vegetable soup, canned spaghetti and canned pork and beans. Use claimed since August 15, 1930.

Feberated, McClintock-Trunkey Company, doing business as Federated Stores, Spokane, Wash., canned minced clams, canned salmon, canned shrimp, etc. Use claimed since October, 1927.

MGA and design, Mushroom Growers Co-Operative Assn., Kennett Square, Pa., canned mushrooms. Use claimed since November 15, 1930.

Mermaid, L. P. Maggioni & Co., Savannah, Ga., canned sea foods, namely, canned oysters, canned shrimp. Use claimed since October 1, 1889.

Enrico Fiore, Gaetano Fiore, New York, N. Y., canned tomatoes. Use claimed since January 1, 1921.

Shepard, The Fuller Canneries, doing business as Fuller's, Cleveland, Ohio, canned fruits, canned vegetables, canned succotash, canned fruits for salads. Use claimed since 1902.

Piklsnaps, Glaser, Crandell Co., Chicago, Ill., pickles. Use claimed since December 18, 1930.

"HEINZ" HAND MADE

Cheaper Tomato Baskets

Three Baskets - Three Prices

We are now making the three following types of § Baskets.

1. Our famous "Heinz" hand made, heavy hoop basket with 6 cross braces.
2. Machine made, heavy top hoop, galvanized metal, non-rust hoop at bottom.
3. Machine made basket with flat wood veneer hoops.

We are the largest basket manufacturers in the U. S. and our quality is nationally known.

Write for samples, literature and prices.

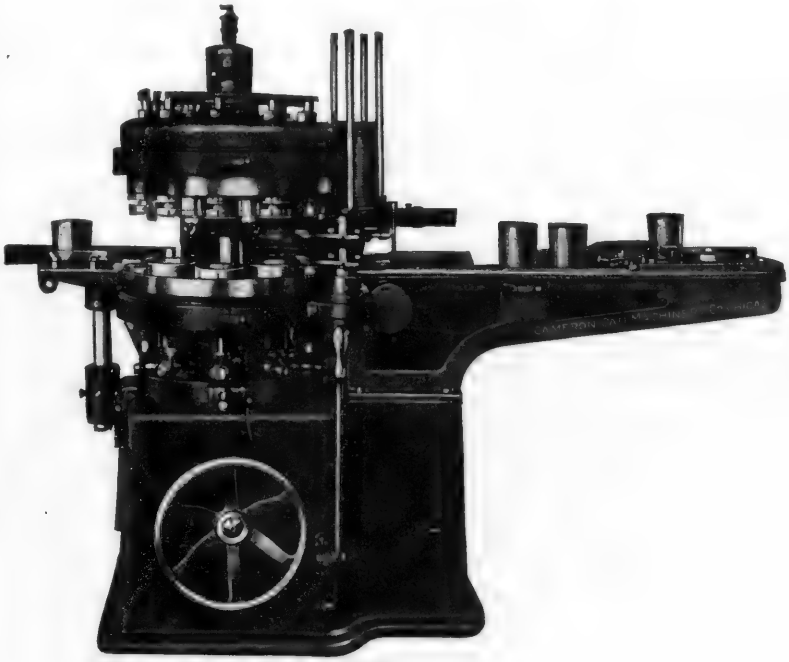
Planters Manufacturing Co., Inc.,
Portsmouth, Virginia.

MACHINE MADE

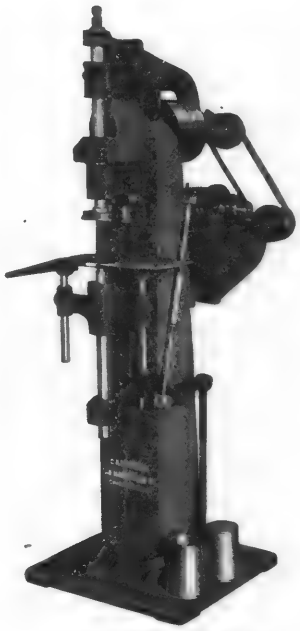
CLOSING MACHINES REGARDLESS OF OUTPUT

WE MAKE EVERY MACHINE FOR CAN-MAKERS REGARDLESS OF THE STYLE OF CAN OR THE NUMBER REQUIRED. SEND US YOUR CAN-MAKING PROBLEMS. WE MAY CUT YOUR COSTS.

NO. 287 DOUBLE-SEAMER



NO. 51 ROTARY DOUBLE-SEAMER



NO. 121 DOUBLE-SEAMER

CAMERON CAN MACHINERY CO.

240 North Ashland Avenue CHICAGO, U. S. A.

CANNING NEWS AND NOTES

What's doing in all parts of the Country. New firms, changes etc.

Hunt Bros. Report—The report of Hunt Bros. Packing Co., San Francisco, Cal., for the fiscal year ending February 28, has been released. This indicates a net income of $151,366 for surplus and dividends, equivalent to $1.37 per share on the 110,000 shares of Class A stock outstanding, after providing $283,383 for Federal taxes, depreciation and contingencies. Regular dividends of $2 a share were paid on the Class A stock during 1930, resulting in a reduction of $44,561 in the surplus account, leaving a balance in the latter of $507,-671. The 1930 pack totaled 1,858,689 cases of fruits, vegetables and preserves, and more than 2,500,000 pounds of frozen berries, or close to that of the previous year. Case sales were about the same as in 1929, but returns were considerably less. President G. H. Bradt states that the packing program for 1931 contemplates operating on a conservative basis, subject to changes that may obtain by reason of marketing conditions during the operating season.

Fire Destroys Cannery—The Felice & Perelli cannery at Gilroy, Cal., was razed by fire April 23, the plant proper being almost totally destroyed. Plans for rebuilding are already under way, with the expectation that a new plant can be made ready to handle the season's fruit and vegetable pack. Part of the loss was the pack of spinach, completed but two weeks ago. The concern has a fine new plant at Richmond, Cal., but desires to continue operation at Gilroy, where it has operated for years.

Incorporated—The Garden Valley Canning Company has reincorporated at San Jose, Cal., under the name of the Garden Valley Canning Company, Ltd. The capital stock is placed at $500,000.

"PRICED TO DEATH"

ATTACKS on the buying methods of the great chains, and of some other huge buyers, are common enough, but mainly consist in more or less unfounded claims or charges of special discounts and other such unethical practices.

F. C. Elliott, of G. P. Halferty & Co., Seattle, gives a new slant on this ever cheaper, cheaper, cheaper method of buying, and is a good one. Read it:

Seattle, Wash., May 1, 1931.

The replies coming in to our Bulletin No. 501 are mighty interesting reading. It seems that others have the same ideas on "Priced to Death." One broker indicated amazement that we would have the nerve to express ourselves. Why so?

We are not taking the position of a David with a lot of rocks in his slingshot for an imaginary Goliath, nor are we setting up a straw man just for the fun of knocking him down, but we do believe seriously that the time is here when the spotlight of publicity should be turned on the activities, and certainly not imaginary dangers, developing from the ruthless policies of certain business pirates.

You may ask what this has to do with canned salmon. All right! Just where would you brokers get off if all packers and producers got down on their knees, rubbed their respective noses in the dust before such institutions we all know, and in awed whispers recited the mystic phrases: "Ay-Pe, Kroger! All we have is thine! Thou art mighty; thy minions cover the land. Do with us as thou wilt; take our all, even unto our shirt."

Do wide distributing factors who maintain purchasing departments here help your business? Suppose you were to sell our goods to Wesco Foods Co., the buying department for Kroger, or to the A. & P., at ruinous prices and give them 5 per cent or more in addition. Where would the distributors in your market be—just where would you be?

Wasco Foods Co., we understand, in addition to their Kroger affiliation, maintain resident brokers throughout the country. On one hand Kroger Stores in your market in competition with your distributors, and on the other hand, selling through their broker organization to the same trade. Just where do you get off?

For some reason—probably a wiggling of the germ of American independence—we like to run our own business, and not be dictated to on price by business pirates. For the same reason we do believe that "every man is worthy of his hire." In other words, essential industries, and the indviduals engaged therein are entitled to a fair return for their labor.

These organizations cackle about savings to the consumer. But, even so, of what benefit if the profits of one industry or industries are squeezed down to zero or less, with consequent wage reductions to thousands of employes, in order that the saving through this discrimination may be passed on to consumers in some other community? Borrowing from Peter to pay Paul does not make for progress.

If we, in this essential industry, are to continue in business, if you are to continue in yours, if we are to maintain our individuality and not, as one of our brokers expresses it, "revert to a condition of master and serf," then it would seem that serious-minded men who have industries and businesses at stake and who have the welfare of employes at heart, and this includes you, should give serious and constructive thought to this rapidly growing problem. Sincerely,

G. P. HALFERTY & CO.
F. E. ELLIOTT.

SOUDER MFG. CO.

Can Straighteners *Cookers*
Filling Tables

Madison St. BRIDGETON, N. J.

Do the job right.

Peas accurately graded make a better appearance in the can to the buying public.

Why not add this appearance and lower sales resistance to your peas.

The Hydro-Geared Grader will give your peas this appearance.

Send for the names of satisfied users and ask *them.*

Write for circular

The Sinclair-Scott Co.
Wells and Patapsco Sts.
Baltimore, Md.

This is REAL Labor-Saving

This line of Max Ams Automatic Square Can Double Seamers saves the wages of ten operators.

Installed in the plant of a large can manufacturer, it is used for double seaming the top friction rings and bottom ends onto rectangular dry package cans in continuous automatic operations. These four double seamers and automatic distributor, requiring only two operators, have replaced six double seamers and twelve operators. They have reduced the floor space occupied, have lessened power consumption and reduced overhead and handling charges.

In addition to these very material advantages, Ams Automatic Square Can Double Seamers have brought others, less tangible but nevertheless important, such as improvements in the cans themselves—tighter seams, more uniformity, trimmer and more clean-cut appearance.

A line of machines that will accomplish this is a profitable investment for any square can manufacturer.

Max Ams Square Can Machinery for either sanitary or dry package cans is known wherever cans are made. Not only were Ams Machines the pioneer machines for cans of this type but they have constantly maintained leadership in development and improvement and are, today, in service in nine out of every ten plants making square, rectangular and irregular cans.

Ams Engineers are at your service to demonstrate the economies and improvements you can obtain through the use of Max Ams Square Can Machinery. Put your square can production problems up to us.

The Max Ams Machine Company

(Originators of the Sanitary Can—
Pioneer Builders of Sanitary Can Machinery.)

101 Park Avenue, New York, N. Y.

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—200, 250 and 300 gal. Copper Steam Jacketed Kettles, in A-1 condition, complete with frame and valves.
Two 300 gal. Jacketed Copper Kettles.
The above items are all in good condition, and are offered because of changes that are being made in my equipment.
Address Box A-1690 care of The Canning Trade.

FOR SALE—New Copper Steam Jacketed Kettles and Mixers, twelve sizes - 15 to 500 gallon. Also 25 and 50 gallon Tilting Kettles. Always in stock, all extra heavy, tested 225 pounds pressure. Buy new kettles that carry a responsible manufacturer's guarantee. Also new Copper Pulp Coils in stock, for 1,000 gallon tanks. Hamilton Copper & Brass Works, Hamilton, O.
Kettle Manufacturers . . Established 1876

FOR SALE—
1 Townsend Bean Cutter in good condition
12 Blanching Baskets
2 Blanching Tanks
1 - 2 Row Planter
600 lbs. Green Stringless Beans - Associated Seed Growers
1 Niagara Duster, good as new.
Will sell at bargain prices.
W. Scott Silver, Havre de Grace, Md.

FOR SALE—On account of excessive cutting capacity offer for sale four 1928 Peerless Whole Grain Corn Cutters, $350.00 net cash each.
The Milford Canning Co., Milford, Ill.

FOR SALE—Save 50% to 75% on slightly used Steel Split Pulleys, Hangers, Shafting and other Transmission Material. This equipment is like new and can be furnished in almost any size desired.
H. M. Cross & Sons, 282 State St., Rochester, N. Y.

FOR SALE—Steam Gauges, Grease and Oil Cups, Conveyors, Air Compressor and Tank, 1½ bu. Baskets, Generator, 20 HP Motor, Pumps, Shafting, Pulleys, Hangers, Chain, Sprockets, Beveled Gears, Couplings, Floor Trucks, Safes and Desks. Write for list.
Oswego Preserving Co., Oswego, N. Y.

FOR SALE—Two Tuck Corn Huskers, in perfect condition.
W. E. Robinson & Co., Bel Air, Md.

FOR SALE—1 Tomato Scalder, 4 Peeling Tables, 1 Exhaust Box, 1 Packing Table, 1 Electric Generator, 1 80 H. P. Boiler, 1 Upright Steam Engine, 3 Warehouse Trucks, 12 Process Crates.
W. E. Robinson & Co., Bel Air, Md.

Wanted—Machinery

WANTED—Pickle Salting Tanks. State size, bushel capacity and condition.
Address Box A-1809 care of The Canning Trade.

WANTED—Horizontal Retorts. State condition and price.
Address Box A-1811 care of The Canning Trade.

For Sale—Factories

FOR SALE—Large Corn and Pea Plant; 3 story warehouse and factory with railway siding. 4 acres of land; Maryland fertile farming section.
Address Box A-1782 care of The Canning Trade.

FOR SALE—At Auburndale, Florida in heart of fruit section, fully equipped Grapefruit Canning Factory, located on both Seaboard and Atlantic Coast Line railroads. Factory capacity 1000 to 1500 cases daily. Abundant labor, Will be sold at great sacrifice.
Apply Edmund Rushmore, Singer Bldg., New York
or R. R. Seckinger, Auburndale, Fla.

For Sale—Plants

FOR SALE—100 acres vegetable Plants. Fine stocky outdoor grown Cabbage Plants. Varieties: Copenhagen Market, Flat Dutch, Danish Ballhead, Wakefields and Enkhuizen Glory. Price $1.00 per thousand. Shipping capacity ½ million daily. Well packed, shipped safely anywhere. Plenty fine Tomato Plants from State Certified Seeds now ready. Also Pepper and Sweet Potato Plants. Phone or wire us for prices, or come to our farms.
Old Dominion Plant Co., Franklin, Va.

FOR SALE—Field grown Tomato Plants now ready. From selected Marglobe Seed, Certified under Law of Virginia by Joseph Hart & Son, Seedmen, Norfolk. Government Inspected. Two dollars per thousand; special price in lots of fifty thousand.
J. K. Mayfield, Denmark, S. C.

FOR SALE—Select Plants. Cabbage - Wakefields, Copenhagen, Flats, $1.50 for 1000, $12.50 for 10,000. Tomato - Marglobe, Baltimore, Stone, $2.00 for 1000, $15.00 for 10,000. Expressed promptly. Satisfaction guaranteed.
Tidewater Plant Co., Franklin, Va.

For Sale—Seed

FOR SALE—Tomato Seed. Genuine Marglobe Tomato Seed certified by the Maryland Seed Certification Board. Also selected Tri-State Radebaugh,
Tri-State Packers Association, Easton, Md.

FOR SALE—1000 lbs. Burpee Stringless Green Pod Bean Seed, 1930 crop, grown by Associated Seed Growers, Inc., 14¢ lb. f.o.b. New Freedom, Pa., sacks extra. We may also have small quantities of Giant Stringless and New Stringless Green Pod Bean Seed grown by Associated, for sale.

Charles G. Summers Jr., Inc., New Freedom, Pa.

Situations Wanted

POSITION WANTED—As Manager or Superintendent by practical canning man with 20 years experience in canning mostly all fruits and vegetables; also machinist and builder. Can build mostly any kind of plant, completely fit it out and handle all parts of the business. Open for any proposition.

Address Box B-1805 care of The Canning Trade.

POSITION WANTED—As Superintendent of canning plant. Several years experience packing quality goods. All kinds of fruits and vegetables. Can furnish good references.

Address Box B-1808 care of The Canning Trade.

WANTED—A man who has had experience in cooking No. 10 tins. Must be acquainted with air operating controllers.

Address Box B-1818 care of The Canning Trade.

WANTED—Factory Superintendent familiar with the packing of Pork and Beans, Catsup, Puree and Soups. Address, stating age, experience, and salary wanted.

Address Box-B-1816 care of The Canning Trade.

WANTED—Chef familiar with manufacturing Catsup, etc. Address stating age, experience and salary wanted.

Address Box B-1817 care of The Canning Trade.

Help Wanted

WANTED—Young, active, experienced factory manager for packing plant with experience in packing Pork & Beans, Soup, Tomatoes, Peas, Corn, Lima Beans, Squash and other items. Good position to the right man. Answer with reference and salary required.

Address Box B-1813 care of The Canning Trade.

WANTED—An experienced Traveling Salesman to call on the jobbing trade with an assorted line of canned foods.

Address Box B-1814 care of The Canning Trade.

J. Harry Cain

Merchandise Broker

Canned Foods a Specialty

Phoenix Building, -:- Baltimore, Md.

CANNED FOODS STORAGE

MONEY Loaned on Consignments at reasonable rates of interest - on our own negotiable Warehouse Receipts,

For full information, write us direct or consult your Brokers.

WAKEM & McLAUGHLIN

(INCORPORATED)

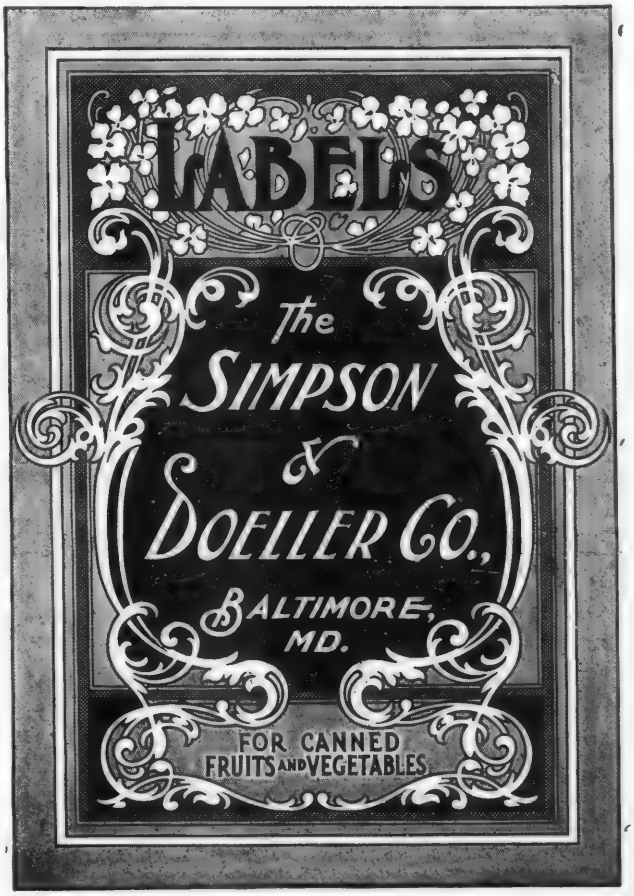
225 E. ILLINOIS ST., CHICAGO, ILL.

Statement of Weight for Labels

differs for various products in the same size can. Check your statement with the list as published in

The 1931 Almanac

Use Your Almanac



BLISS

HIGH SPEED AUTOMATIC
CAN MAKING MACHINERY

The No-Spill Sealer

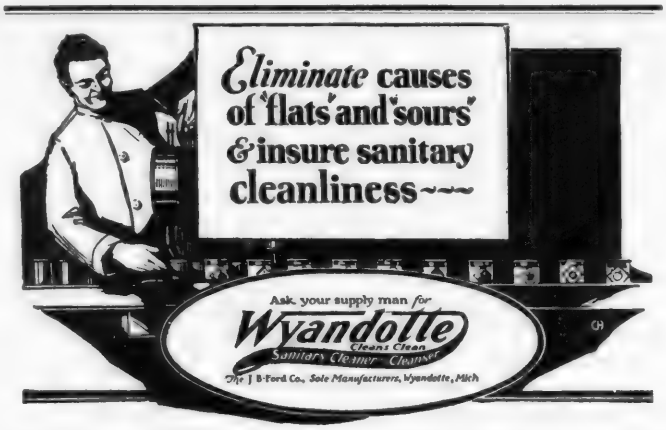
"Bliss-Pacific" No. 81 Double Seamer

This high speed machine is arranged for both can shop and cannery. It seals cans with a remarkable absence of spills, jams or tie ups. Arranged with marking device if desired. In successful operation for a number of years these machines have demonstrated their superiority. Details on request.

Builders of the 300 a minute line

E. W. BLISS CO. BROOKLYN N. Y., U. S. A.

Sales Offices { Detroit, Cleveland, Chicago, Cincinnati, Philadelphia, New Haven, Rochester



WAREHOUSING

Field and Metropolitan warehousing, the first merging into the latter if desired.

FINANCING

Loans arranged thro' affiliated organization at lowest rates consistant with collateral available.

SERVICE

General information, available thro' wide spread contacts with producers and consumers, a service we offer to clients.

GUARDIAN WAREHOUSING COMPANY
222 West Adams Street
Chicago.

GAMSE'S ATTRACTIVE LABELS

Your goods are your pride and our labels are our pride. Put the two together and your customers will be doubly impressed.

H. GAMSE & BRO.
Lithographers
GAMSE BUILDING
BALTIMORE MARYLAND

SHOULD BE

In Every Cannery Office

"A Complete Course in Canning"

As an insurance against loss

Published by
THE CANNING TRADE
Baltimore, Md.

POWDERED APPLE PECTIN

SPEAS-NUTRL-JEL

NEUTRAL IN COLOR AND FLAVOR

Write or Wire for Samples and Prices

SPEAS MANUFACTURING CO.
Kansas City, Mo.

Licensed under Patents 1,646,157, Oct. 18, 1927; 1,655,398, Jan. 3, 1928; Application 166,020 Feb. 4, 1927.

CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: ‡Thomas J. Meehan & Co., *Howard E. Jones & Co., §Harry H. Mahool & Co.
New York prices corrected by our Special Correspondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

	Balto.	N.Y.
ASPARAGUS* (California)		
White Mammoth, No. 2½	.....	4.00
Peeled, No. 2½	.....	.....
Large, No. 2½	.....	3.20
Peeled, No. 2½	.....	3.25
Medium, No. 2½	.....	.....
Green Mammoth, No. 2½	.....	3.15
Medium, No. 2½	.....	.....
Small, No. 2½	.....	.....
Tips, White, Mammoth, No. 1 sq	.....	2.25
Small, No. 1 sq	.....	2.00
Green Mammoth, No. 1 sq	2.40	2.95
Small, No 1sq	2.80	2.90
BAKED BEANS‡		
In Sauce, 8 oz	.45	.....
10 oz.	.60	.....
16 oz.	.62½	.....
No. 2½	1.25	1.50
No. 10	3.50	4.75
BEANS‡		
Stringless Stand. Cut Green, No. 2	.72½	.....
Standard Cut Green, No. 10	3.50	.....
Standard Whole Green, No. 2	.....	.....
Standard Cut Wax, No. 2	.90	.....
Standard Cut Wax, No. 10	.....	.....
Red Kidney Standard No. 2	1.00	.....
Standard, No. 10	5.00	.....
LIMA BEANS‡ (F. O. B. Factory)		
No. 2, Tiny Green	1.90	.....
No. 10	10.25	.....
No. 2, Medium Green	1.50	.....
No. 10	8.50	.....
No. 2, Green and White	1.05	1.35
No. 10	7.00	.....
No. 22, Fresh White	1.00	.....
No. 10	5.25	9.00
Soaked, No. 2	.90	.....
BEETS‡		
Baby, No. 2	1.40	1.85
8-15, No. 2	.....	.....
15-20, No. 3	1.25	.....
Cut, No. 2	.80	1.20
Cut, No. 10	3.00	.....
Whole, No. 10	4.00	4.00
Diced, No. 10	3.90	.....
CARROTS‡		
Standard Sliced, No. 2	.75	1.05
Sliced, No. 10	3.50	5.00
Standard Diced, No. 2	.75	.....
Diced, No. 10	3.50	5.00
CORN‡		
Golden Bantam, Fancy, No. 2	.....	.95
Extra Standard, No. 2	.....	.....
Extra Standard, No. 10	.....	.....
Shoepeg, Fancy, No. 2	1.25	.....
Extra Standard, No. 2	1.05	.....
Standard, No. 2	.95	.....
Standard, No. 10	.....	.....
Crushed, Fancy No. 2	.....	.....
Extra Standard, No. 2	1.00	.....
Standard, No. 2	.90	.....
Standard, No. 10	.90	.....
HOMINY‡		
Standard Split, No. 3	.90	1.20
Split, No. 10	3.00	3.75
MIXED VEGETABLES‡		
Standard, No. 2	.85	.....
No. 10	4.25	.....
Fancy, No. 2	1.15	1.25
No. 10	5.00	5.25
OKRA AND TOMATOES‡		
Standard, No. 2	1.25	1.45
No. 10	.....	.....
PEAS‡		
Petit Pois, 1s	.....	.....
No. 2 Fancy Sweets, 2s	.....	1.55
No. 2 Fancy Alaskas, 2s	.....	1.55
No. 3 Fancy Alaskas, 2s	.....	1.30
No. 3 Fancy Sweets, 2s	.....	1.30
No. 4 Fancy Sweets, 2s	.....	1.20
No. 5 Fancy Sweets, 2s	.....	1.05
No. 3 Std. Alaskas, 2s	1.00	.95
No. 4 Std. Alaskas, 2s	.95	.80
No. 5, Std. Sweets, 2s	.....	.80
No. 3 Std. Alaskas, 10s	5.00	5.50
No. 4 Std. Alaskas, 10s	4.50	5.00
No. 4 Early June, 1s	.....	.....
PUMPKIN‡		
Standard, No. 2½	.85	.....
No. 3	.90	.85
No. 10	2.70	2.65

CANNED VEGETABLES—Continued

	Balto.	N.Y.
SAUER KRAUT‡		
Standard, No. 2	.....	.85
No. 2½	.65	.75
No. 3	.70	.90
No. 10	2.35	2.75
SPINACH‡		
Standard No. 2	.....	.....
No. 2½	1.15	1.25
No. 3	1.20	.....
No. 10	3.50	4.15
SUCCOTASH‡		
Standard Green Corn, Fresh Limas, No. 10	.....	.....
Standard Green Corn, Dried Limas, No. 2	1.30	1.25
(Triple) No. 2 (with tomatoes)	1.25	.....
SWEET POTATOES‡		
Standard, No. 2, F. O. B.	.90	.....
No. 2½	1.07½	†1.15
No. 3	1.15	†1.20
No. 10	3.75	†3.75
TOMATOES‡		
Extra Standard, No. 1	.50	.....
F. O. B. County	.45	.....
No. 2	.80	.....
F. O. B. County	.75	.....
No. 3	1.25	.....
F. O. B. County	1.10	.....
No. 10	3.75	.....
F. O. B. County	3.50	.....
Standard, No. 1	.40	.....
F. O. B. County	.40	.....
No. 2	.67½	†.65
F. O. B. County	.65	.....
No. 3	1.05	.....
F. O. B. County	.95	.97½
No. 10	3.10	.....
F. O. B. County	3.00	†3.00
TOMATO PUREE† (F. O. B. Factory)		
Standard, No. 1, Whole Stock	.35	.35
No. 10, Whole Stock	2.25	2.25
Standard, No. 1 Trimmings	.32½	.....
No. 10 Trimmings	2.00	.....

Canned Fruits

APPLES* (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	.....	3.75
Pennsylvania, No. 10, water	3.30	.....
Pa., No. 3	1.25	.....
Pa., No. 10, solid pack	4.50	4.75
APRICOTS* (California)		
Standard, No. 2½	1.80	1.50
Choice, No. 2½	2.25	1.60
Fancy, No. 2½	.....	.....
BLACKBERRIES*		
Standard, No. 2	1.35	.....
No. 3	.....	.....
No. 10, water	6.50	7.00
No. 2, Preserved	.....	.....
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	1.85
No. 10	7.25	6.50
CHERRIES*		
Standard, Red, Water, No. 2	1.40	.....
White Syrup, No. 2	1.75	.....
Extra Preserved, No. 2	.....	.....
Red Pitted, No. 10	8.25	.....
California Standard 2½	3.10	2.95
Choice, No. 2½	3.40	3.00
Fancy, No. 2½	.....	3.50
GOOSEBERRIES*		
Standard, No. 2	.....	.....
No. 10	.....	.....
GRAPE FRUIT*		
8 oz.	.70	.....
No. 2	1.35	1.25
No. 5	4.10	.....
No. 1 Juice	.87½	.....
No. 5 Juice	4.00	.....
PEARS*		
Standards, Kiefer No. 2, in syrup	1.10	1.50
Fancy No. 2½	1.55	1.80
California Bartletts, Standard 2½	2.40	1.75
Fancy	.....	2.35
Choice	3.50	2.10
Standard, No. 10	.....	.....

CANNED FRUITS—Continued

	Balto.	N.Y.
PEACHES*		
California Standard, No. 2½, Y. C.	1.55	1.55
Choice, No. 2½, Y. C.	1.75	.....
Fancy, No. 2½, Y. C.	.....	1.10
Extra Sliced Yellow, No. 1	1.35	1.30
Seconds, Yellow, No. 3	.....	.....
Pies, Unpeeled, No. 3	.....	.....
Peeled, No. 10	4.75	.....
PINEAPPLE*		
Hawaiian Sliced, Extra, No. 2½	2.00	1.75
Sliced Standard, No. 2½	1.80	1.50
Sliced Extra, No. 2	1.80	1.60
Sliced Standard, No. 2	.....	1.40
Grated, Extra, No. 2	.....	2.45
Shredded, Syrup, No. 10	.....	.....
Crushed, Extra, No. 10	7.50	.....
Eastern Pie, Water, No. 10	.....	.....
Porto Rico, No. 10	.....	.....
RASPBERRIES*		
Black, Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	2.00	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡		
Preserved, No. 1	.....	.....
Preserved, No. 2	.....	.....
Extra, Preserved, No. 1	.....	.....
Extra, Preserved, No. 2	.....	.....
Standard Water, No. 10	.....	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	3.50	3.05
No. 10s	13.50	10.50

Canned Fish

HERRING ROE*		
10 oz.	.75	1.15
17 oz.	1.10	1.50
19 oz.	1.25	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz.	.....	.....
½-lb. cases, 4 doz.	.....	3.00
¼-lb.cases, 4 doz.	.....	1.85
OYSTERS*		
Standards, 4 oz.	1.00	.....
5 oz.	1.10	†1.20
8 oz.	2.00	.....
10 oz.	2.20	†2.40
Selects, 6 oz.	2.25	.....
SALMON§		
Red Alaska, Tall, No. 1	3.40	3.15
Flat, No. ½	2.00	2.25
Cohoe, Tall, No. 1	.....	.....
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. 1	1.07½	1.10
Sockeye Flat, No. 1	3.40	4.75
Flat, No. ½	.....	2.25
Chums, Tall	1.00	.98½
Medium, Red, Tall	.....	.....
SHRIMP§		
Dry, No. 1	1.40	.....
Wet, No. 1, Large	1.60	1.67½
SARDINES§ (Domestic), per case		
¼ Oil, Keyless	.....	†3.35
¼ Oil, Decorated, Keys	.....	†4.30
¼ Oil, Tomato, Carton	.....	.....
¼ Oil, carton	.....	4.55
¼ Mustard, Keyless	.....	†3.55
¾ Mustard, Keyless	.....	†3.15
California, Oval, No. 1	1.67½	3.15
TUNA FISH§ (California), per case		
White, ½s	.....	8.50
White, 1s	.....	13.00
Blue Fin, ½s	.....	6.75
Blue Fin, 1s	.....	12.50
Striped, ½s	5.65	6.25
Striped, 1s	10.75	11.50
Yellow, ½s	7.80	6.50
Yellow, 1s	14.60	12.50

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THE CANNING TRADE
The Journal of the Canning and Allied Industries
ESTABLISHED 1878

THE MARKETS

BALTIMORE, MAY 11, 1931

WEEKLY REVIEW

Absence of Futures Notable, But to the Advantage of the Market—Imports of Tomatoes Increase—What That Means—Old Stocks of Fruits Cleaning Out.

THE ABSENCE OF FUTURES—This season will go down in the history of this industry as the most unique year on record. Here we have reached the middle of May and practically nothing has been done in the way of selling future canned foods. A bulletin of the Tri-State Packers Association dated May 1st, under the department recording the sales of goods of the season up to that date, records a total sale of 275 cases of No. 2 tomatoes and 350 cases of No. 3s. It is supposed that these represent the total sales of the year by packers reporting to that Association, although we have no means of checking this, and we take it merely as it appears. If that is the case, it is strictly true to say that there have been no sales of futures.

There are men in the industry ready who contend that the depressed price condition of the canned foods market is due to the lack of business foresight on the part of canners failing to name future prices, even if there be no market for them whatsoever. We disagreed with that idea, and cited as a fact that every year that any item of canned foods was heavily overpacked was a year in which futures were heavily sold. That result is merely natural, because with futures selling freely and in the tremendous volume, the canner naturally supposed the demand would take all he could produce, and if not that, that it would take his best efforts to get up his futures, and in the good market condition he certainly wanted some spots to sell at better prices. Whichever way he figured it the result brought an overpack. On that basis the absence of futures this year is the best thing that could possibly happen for the welfare of the canners themselves. It will make them go carefully in their operations, both as to quantity and quality, and it will explode that old, worn-out superstition that the canners cannot operate without selling futures, because—so the rumor says—the canners cannot finance themselves without futures. It would have been foolish for the canners to blindly name future prices when there was no demand whatsoever for them. In the first place, it was not possible this year to accurately figure costs, although in the main, from the way things look now, the canners would probably have profited from carelessness, at least on the raw product item.

In the second place, if the prices had been named, they would have been taken merely as a bargaining offer, and any buyers who might have felt inclined to buy futures would have begun at once to whittle down the quoted prices, the old rumor mill would have helped them, and the market would have been badly broken in consequence. With the future prices far below cost, there would have been heavy purchases, and the canners would have been sold into bondage.

As it is, the buyers can supply their daily wants from spot goods at almost their own prices, and as long as they can do that they see no reason to obligate themselves for future bills. After all, that is the great deterrent in every man's mind today: Fear of contracting any bill for any amount, lest, when it comes due, it will be found considerably above the market prices then ruling. In other words, there is a general feeling of fear in all lines of industry, of uncertainty as to values and of danger in committing oneself definitely at today's prices, even when those prices seem remarkably low. That is the fear that makes depressions such as we are now in, and fear always plays a major role.

THE MARKET—There has been no letting up in the steady buying of spot canned foods of all kinds in the small daily lots which have become the habit of buyers. They freely admit that they are carrying no stocks and they boast that they do not intened to carry stocks. They have been able to come into the market and to get as many goods as wanted, at prices eminently satisfactory, and they say they are going right on doing that through the new pack.

It is noticeable that canned tomatoes seem to be an exception. There is a very decided feeling that the amount of canned tomatoes in first hands is very much smaller than was thought a month ago. The danger of

a cleaned-up condition, from canners' hands, looks very real, and so there is a firmer feeling in tomatoes, although in instances prices are easier. No. 2 extra standard tomatoes have moved up to 75c in the county, and are holding at 80c in the city. On the other hand, No. 3 tomatoes in the county have dropped to $1.10, and in fact have sold at $1.05 and even $1.00, but our quotations show $1.10 county and $1.25 city, the latter being more of a hope than a reality. No. 1s have dropped to 40c in the city and in the county, and No. 10s are $3.00 and $3.10.

The importation of Italian tomatoes during March of this year shows a huge increase over March, 1930—6,999,702 pounds, against but 2,437,489 pounds last year. The 1930 imports were valued at aproximately 5c per pound, whereas this year's have but 3½c value. Another consideration is that the accumulation of Italian canned tomatoes piled up in this country in anticipation of the high tariff has evidently passed into consumption, and the new goods are needed for immediate use. This must be so or these new big lots would not have been brought in. But the Italians have shown us another trick. The huge imports about which the industry complained were largely eaten by our Italian population and other Europeans, and they paid about 25c per can for them, when they could have bought tomatoes packed in this country at 15c, showing they wanted the imported tomatoes, and not the local. But on the 5c per pound basis, with the tariff at 15 per cent ad valorem, a No. 3 can with 2 pounds of tomatoes was valued, with the tariff, and not including freight, etc., at 11½c each. Today the same can on the basis of 3½c value and 50 per cent duty, would be worth 10½c. The reduced value has more than offset the increased duty. So if they have the goods to export we may expect to witness increased arrivals of foreign tomatoes.

There is no need of our tomato canners getting into a tremble over such importations, except on a quality or real value basis. At the price, plus today's duty, Italian No. 3 tomatoes represent $1.26 per dozen. Some Americans have learned that there is more value in the Italian can of tomatoes at $1.26 per dozen than there is in most native cans of similar size at $1.00, because there is more tomato meat in the Italian can—it feeds more hungry mouths. But most Americans prefer the flavor of their native tomato..

Aside from these considerations, the newly increased importations show conclusively that the canned tomato market has worked down to a low level in supplies. The supply has moved out very much more rapidly, under the very low retail prices, than anyone guessed could have happened. We are facing a bare market on canned tomatoes, and doubtless the compilation of stocks on hand as of May 1st will show this. If you have not reported in this drive to count the cases of tomatoes as of May 1st, do it right away.

Stringless Beans, cut No. 2 Standards, are quoted at 72½c to 75c and No. 10's at $3.50. Cut Wax No. 2's are quoted at 90c.

In Corn the quotations are off here this week, for apparently a good many handlers of corn are becoming anxious to clean out. Predictions throughout the West are that corn stocks will be all out of canners' hands long before the new packing date. Fancy Shoe Peg Corn is now quoted at $1.25, Extra Standard at $1.05 and Standard at 95c. The quotation of $1.00 for Fancy Golden Bantam still holds good in most sections, although this has been shaded and, if the rumors were accepted, shaded materially.

Sauer Kraut is reduced all down the line; No. 2½'s now 65c, No. 3's 70c and No. 10's at $2.35.

Since new pack Spinach has come on the market, prices have dropped, as is their fashion, although with the shortened pack in California and quite well cleaned up condition generally, it might have been expected that Spinach would rule strong. However, the growing weather here has been ideal for the spinach crop, and it is expected that it will be of both fine quality and good quantity. The new prices are No. 2½'s, $1.15; No. 3's, $1.20, with 10's unchanged at $3.50.

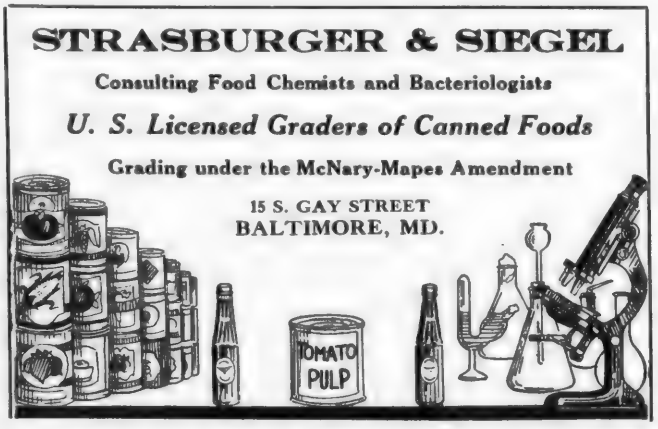
No. 10 Sweet Potatoes have been reduced this week to $3.75.

In Fruits the local market is quite steady, without any material changes, and the condition in all other great canned foods markets are shown under their proper headings. It is evident, however, that owing to good crops in sight, almost everywhere, canners are bent on cleaning out all holdings before the new pack starts. This would seem to be the wise course, because these old goods cost decidedly more than the new goods should cost.

It is known that California will be faced with an immense fruit crop of all kinds, and that the canners are not disposed to make fools of themselves this year in paying more than the raw fruit is worth. The same should hold true in all fruit sections, because the raw market will unquestionably sink to very low levels. This ought to enable fruit canners to buy select fruit at lower prices than for years, and if packed carefully and well, it will find a ready market at proportionately low prices.

The Salmon people, as leaders of the fish tribe, have shown their wisdom in naming lower prices for '31 packs. Likewise they have shown their good sense in naming a price for raw fish about half of what they used to pay. This will induce larger use of canned fish, and that is all that is needed to greatly increase consumer demand.

CROPS—The time is about here when crop reports will be interesting, and we wish our readers would make a good resolution to report to us weekly the amount of acreage, growing conditions, crop prospects. This past week in this immediate vicinity has shaded off from cool weather to warm, with quite a good mixture of rain, and crops are making splendid progress. In the Central West and some great fruit regions touches of frost were experienced, but probably only enough to thin out the weak buds and so improve the resulting fruit crop. The crop conditions at this writing are all that any of the canners might wish for.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TOMATO PULP

NEW YORK MARKET

By "NEW YORK STATER,"
Special Correspondent of "The Canning Trade."

New Salmon Prices Only Feature—Tomatoes Firmer. The Low Prices on Salmon Will Help Movement—Concessions in Peas Less Often Heard—Corn Irregular—Demand for '31 Packed Spinach Shows Improvement.

New York, May 7, 1931.

SALMON PRICES—Opening prices on Columbia River chinook salmon were practically the only development of any importance here during the week, and the trade did not show much interest in them. The market continues to move in a routine manner, with buyers continuing to cover spot needs at the lowest prices possible. Conditions remain practically unchanged, outside of increasing firmness in Tri-State tomatoes. Corn and peas continue irregular, with, however, some strengthening in the latter.

Business conditions in New York City have not shown any improvement, and unemployment figures continue to climb. The fact that many transient workers who have been living here all winter have left town for seasonal employment on farms and other outside jobs has relieved the situation somewhat, but on the whole there has been no gain in employment.

Chinook Salmon—Opening prices reflected current market conditions, reductions ranging from 20 per cent on fancy halves to 16⅔ per cent on No. 1s. These prices are approximately the same as spot goods have been selling recently. The West Side held that the low opening price list was wise, because it will allow chinook to compete with other high-grade salmon packs on a more equal price basis. However, with plenty of stock on hand, there is no apparent rush to buy at the new prices. Many distributors are still carrying stocks bought at last year's higher prices, and this situation is held a bar to any active buying until these stocks are cleaned up. That new low prices will stimulate consumption is the belief held by many buyers, who point out that with the warm weather seasonal gain in demand, this grade will benefit from the new low prices.

Opening prices this year compared as follows with 1930:

	1931	1930
Fancy halves	$2.00	$2.50
Fancy 1s	3.75	4.50
Ovals, halves	3.25	3.75
Ovals, 1s	5.00	5.75
Blueback halves	2.25	2.65

Tomatoes—Tri-State tomatoes have firmed up and it is becoming harder to find any offerings at the 67½c level for standard No. 2s that has prevailed for some weeks back. Standard No. 3s have also strengthened up on the basis of lowering stocks. Tomatoes occupy perhaps the strongest technical position in the market, and it appears as though canners can now realize some return on this factor. Demand remains steady, although buying continues on a small scale.

Peas—With routine movements rapidly cleaning up the Wisconsin pack of standards, interest on Hudson Street has turned to the new pack of early June peas, which will be ready for the market shortly. New York State and Wisconsin fancies are moving along fairly well, with concessions reported in many cases. However, the pea situation is clearing up much better than expected, and if reports are true the record pack of last season will be disposed of with but a small carryover necessary. Some demand is also shown for California fancy peas, which have just started to come into the market.

Corn—Has been irregular, buying continuing on a spot basis, with the market seeming to be marking time awaiting the action of packers in curtailing acreage this coming season. Preliminary announcements by some packers that they were considering increasing their 1931 acreage over 1930 was promptly reflected in weakness in the market. Since that time, however, the Corn Institute has been conducting a campaign to reduce acreage contracts for the coming season, and present indications are that it will be successful. If the campaign is successful some firming up of the market will probably result.

Spinach—With the cleaning up of the larger part of the bargain offerings of last season's pack, the demand for 1931 pack spinach is showing a little improvement. Prices are steady and the fact that the pack was below even the most bullish estimates indicates that, barring unforseen developments, the price list will remain firm for some time.

American Can—While it is true that practically all stocks traded in on the New York Exchange are currently at very low levels, the market action of American Can in the past few weeks has puzzled the trade. Can has long been one of the market leaders, and occupies the leading position in its field. Long a favorite with the bull traders, the losses suffered by this stock recently have brought forth the following rather ingenious theory.

Bear traders who have been heavy sellers of the stock in the past few weeks have been putting out stocks on the theory that the small earnings reported by California Packing Corporation indicate that some of the packing companies had a large carryover of stock, which would make it unnecessary for them to buy large quantities of cans this year. Far-fetched as this theory is, it is credited as having some effect on the market action of the stock lately.

CHICAGO MARKET

By "OBSERVER,"
Special Correspondent of "The Canning Trade."

A Lot of Business in Spots and Futures Gets to Be Written—Tomatoes Show More Strength—Steady Sales of Corn—Wisconsin Peas Selling Well—Lowered Pineapple Prices Disrupt Whole Fruit Market—Milk Prices Reduced.

Chicago, May 7, 1931.

BOOKING UP—The turn of early summer weather has put a refreshed attitude into most wholesale buyers here, partly prompted by renewed general interest in new, seasonable goods and partly a realization that there is an early end in sight to price demoralizations, in relief from a level where selling prices are under prospective producing costs on next crop. There may in fact be some rather sharp rebounds on at least some items, only tempered down by consumer resistance when prices off the shelf are too much changed.

This entire market is almost flat on reserve stocks of any kind of canned foods; likewise with practically

no commitments thus far on futures, it means that a lot of business is going to be written here somehow during the remainder of 1931.

Tomatoes—An undercurrent of buying which has reflected strengthened prices in Indiana is welcomed by friends of tomatoes as a final evidence that things have turned for the better. The limit of price fluctuations will, however, be largely fixed by the basis at which futures are being sold; so it would hardly be a time for holders of tomatoes to expect undue advances. There are a few here who predict a complete clean-up on tomatoes before new crop is ready to move. This exception is re-emphasized by the extra heavy consumption stimulated on tomatoes during the recent general demoralization. Tomatoes have cut unexpected market antics plenty of times before, and we may see something happening on them again during the coming weeks.

Corn—Steady sales keep prices fairly even; only a few holders seem to have any stocks left on hand at this time, and they expect to clean up soon.

Everybody is short of corn and there will be no carryover. Right now there is already a shortage of No. 10s, all kinds. No. 2 strictly fancy Country Gentleman is available from only a very few producers now.

There are a number of operators here who are looking for some extra cheap standard corn, but such buyers have made the rounds of all brokers time and again with no success.

Peas—Excellent sales from many Wisconsin canneries, principally to Eastern buyers, has strengthened values and dilatory Chicago buyers are finding themselves left without much attention except where they are willing to talk business at the going basis.

The new crop seems to be showing nicely in its early stages, and, barring later damage, will likely come through with nice quality. This quality assurance is doubly emphasized by the existence of the Mapes law, also the generally reduced number of acres per cannery line.

Pimientos—Prices much stronger; a survey of the situation shows that there is only one-quarter of the stock on hand that existed a year ago. Packers have only badly broken assortments now available, and big manufacturing users have developed a keen attention to all offerings from whatever source.

As the atmosphere clears in Georgia, following the several banking mishaps recently occurring in the South, it now appears that you can count the number of large operating interests on the fingers of one hand, which situation would indicate a fairly steadied marketing outlook for the crop.

Fruits—The general situation is subject to a lot of discussion in wholesale circles here; nobody seems able to say very clearly just what will develop.

The depression cast by the reduced pineapple prices has made buyers start figuring everything over very carefully, and asking pointed questions as to what will be the consumer reaction when they view the new setup. Will cherries, peaches and berries sell at old-time basis, or will they go to the cheaper fruits? If so may be pineapple is underpriced, and will not last overly long at present figures. Jobbers report an extraordinary movement of pineapple the moment they made new prices effective.

There is considerable propaganda directed at some cheaper peaches to match up with the general situation, but it seems that holders of these goods are sitting fairly tight at the basis they have been asking heretofore.

Evaporated Milk—A few days ago the advertised brands were reduced 20c per case; independents also going down somewhat, although not possible for them to cut a full 20c in view of the wide spread previously existing between advertised and non-advertised brands.

The low prices for the year now no doubt prevail, and it is anybody's guess as to how long they may last. Probably not longer than the arrival of really hot weather in any event.

OZARK MARKET

By "OZARKO,"
Special Correspondent of "The Canning Trade."

The Few Cars Sold at Higher Prices Than Last Week. Market Strong on Small Remaining Stocks—Still No Offer of Futures—Spring Meeting Towards End of May—Prospect for Fruits Bright—Jobbers Enjoying Good Business.

Springfield, Mo., May 7, 1931.

WEATHER—Fairly favorable weather conditions have prevailed throughout the Ozarks during the past week—several days of sunshine. The average temperature at night has been below normal, making it necessary to have some heat in order to be comfortable. Light rain is falling today, and this may be the forerunner of "Blackberry Winter," which usually comes about this time in the month of May, and generally lasts for a few days.

Sales Spot Tomatoes—There have been quite a few cars sold during the past week, considering the limited number of cars actually on the market. All sales have been on a higher level of prices than sales of the week previous, with the market closing strong, wth prospects of some immediate advance in prices.

Today's Tomato Prices—It is difficult to state with accuracy the prices at which tomatoes can be bought in carloads today for immediate shipment. We believe however that the following would likely be the range of prices: No. 1 standard, 10 oz., 42½c to 45c; No. 300 tins, 14½ oz., 52½c to 55c; No. 303 tins, 16 oz., 57½c to 60c; No. 2 standards, 65c to 70c; No. 2½ standards, 95c to $1.00; No. 10 standards, $3.50. Considering canners' limited holdings, with the limited number of cars actually on the market, we are inclined to believe that before this market letter goes to press that the top prices enumerated will be the lowest prices at which any orders can be confirmed. It is but reasonable to expect canners holding spot tomatoes to advance their prices, for at the range of prices mentioned canners will be taking a loss instead of a profit.

Warning to Buyers—It is a fact beyond dispute that canners in the Ozarks, with their present limited holdings, will not be able to supply the demand that will come from the trade for spot tomatoes, and carload buyers who usually draw their supply of tomatoes from the Ozarks should by all means make immediate purchase and take prompt shipment on whatever number of cars necessary to meet trade requirements until new pack of tomatoes is ready for shipment, provided the tomatoes are still obtainable in the Ozarks.

Future Tomatoes—Canners are still holding off placing any offerings of futures on the market at firm prices. It would be unnatural for canners to have any desire to confirm sales at prices that would show the canners a loss instead of a profit. It will probably be

about the end of May before canners generally will name any prices on future tomatoes.

Canners' Spring Meeting—Plans are now being made for the spring meeting of canners of the entire Ozark district, to be held about the last week in May. It is expected this meeting will be a very important one, as there are many problems to be discussed. Every canner in the district is interested in securing more definite information as to the workings of the McNary-Mapes Law, in order to comply with said law in every respect, and to adopt working plans in order to avoid having more than a very small per cent of the coming season's pack that will grade "below U. S. Standard." Facts should develop in this canners' meeting something more definite as to the total tomato acreage in the entire district. A report will be received from a committee appointed at the last annual meeting as to the probable cost of packing tomatoes this year. There will also likely be a general discussion as to prices at which future tomatoes should be sold, in order to yield a reasonable margin of profit; however, no action can be taken except in the form of a recommendation. Canners generally throughout the Ozarks have lost so heavily on all the tomatoes they have marketed since the close of last packing season that it is the earnest desire of these canners to try and realize a reasonable profit while marketing their 1931 pack.

Spot Green Beans—It is still possible to buy some cut stringless in the district in No. 2 size at 75c to 80c, No. 10 size $4.00 to $4.25.

Future Green Beans—No prices have yet been named on futures; however, it is more than likely the few canners who will pack any beans this season will name prices by the end of May. There will be a very small bean acreage this year.

Strawberries—Shipments will soon begin to move from the Arkansas section of the Ozarks. There is promise now of fine quality, but the number of carloads will be very much less than has been the case for a goodly number of years.

Fruit Prospects—At this time prospects are very promising for a bountiful apple crop, and unless some unfavorable condition arises later there is prospect for a fair crop of peaches, but the acreage set to this fruit is not large. Very good prospects at this time for a fair crop of other fruits, including grapes. It is too early to make any definite statement as to whether or not there wil be any canned peaches put up by the canners of the Ozarks, except in a small section in the extreme Northwest Arkansas. The limited number of cars that this canning company will likely pack will probably be marketed to nearby jobbers on account of low freight rates.

General Business—Jobbing grocers seem to be enjoying a very good volume of business, considering the fact that credit is more or less restricted. Collections are somewhat slow, but much better here in the Ozarks than in many other localities. It is the general opinion that by the end of May there will be less unemployment, and it is barely possible that some of the big railroad shops will be placed in operation, but probably with a smaller force of men than has been the custom in the past.

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GULF STATES MARKET

By "BAYOU,"
Special Correspondent of "The Canning Trade."

Shrimp Continue as Scarce as New Teeth—Reported Price of Canned Shrimp Has Advanced—Oyster Pack is Over—Little Information About String Beans.

Mobile, Ala., May 7, 1931.

SHRIMP—Shrimp continue as scarce as the proverbial "hen teeth" on the Alabama and Mississippi coasts, although the Louisiana coast seems to be yielding a fair quantity of them and of very good quality—large and fancy.

The bulk of the shrimp produced in Louisiana are shipped out of New Orleans, La., and Biloxi, Miss, raw, headless, and the demand appears now to be slacking up, which indicates that shrimp are showing up in other sections of the country and buyers are shopping for prices.

This shopping for prices works out fairly well when dealing in fresh or raw products and the buyer sees and inspects everything he gets before reselling or reshipping it, but in package and canned foods, where it is not as practical for the buyer to thoroughly inspect his purchases, this shopping for prices does not work so good and especially when the buyers are hitting too close to the cost of production. The old saying, "You can't get something for nothing," holds good in the canning game, the same as it does in any other game. We see it in butter right now. Complaints are being made by the housewives that it is difficult to get good creamery butter and the reasonable explanation to this is that the price has been cut to below the cost of producing good butter and the average creamery is forced to pack for price and not for quality. Some of the packers and creameries are still trying to weather the storm by attempting to hold up quality at the cheap prices, but others have found it more profitable to buy from the creameries that are apparently able to produce butter cheaper than they can, and they ship their wrappers and cartons to have the butter labeled under their name, but when complaints and reclamations come in, they discover to their sorrow that they are only getting what they pay for—cheap butter at a cheap price, and this kind of merchandise does the industry more harm than estimated. It happens more or less the same in the canning game, and when a canner is forced to pack too cheaply, he is inclined to get careless, and especially when he is not making anything and probably losing money on the pack. It's human nature to act like that. No one gets a kick out of working for nothing; therefore when a loss is entailed in a pack, it is foolish to expect that the canner is going to exert himself to make the loss larger, but on the contrary the canner is going to skimp wherever possible, hence there is such a thing as squeezing the producer too much and it reacts back on the buyer and the industry as well.

There is a report that the price of canned shrimp has advanced, but not having any authentic information locally to this effect, the former prices are given here below, which are $1.50 per dozen for No. 1 medium and $1.65 per dozen for No. 1 large, f. o. b. factory.

The market is very strong on shrimp.

The oyster pack is over within this section, and while in all probability it was a light one, yet it is all that can

reasonably be expected for the market to absorb these depressed times.

Even at that, whether there were too many cove oysters packed this year or not, will only be determined this fall when the oyster season starts again and cove oysters commence to move, as the cove oyster market is dead at present.

The price of cove oysters is 90c per dozen for 5-ounce and $1.80 per dozen for 10-ounce, f. o. b. factory.

Stringless Beans—The vegetable packers in this vicinity are "mum" on the bean pack and very little information has been gathered to determine the extent of the acreage contracted or planted, but that there is going to be a bean pack in this section is a foregone conclusion and may be more beans will be canned in this section than there is any idea at present. There is quite a good acreage of beans planted for the raw market, and with an extraordinary yield, which most likely will be the case this year, the bulk of these beans that were planted for the raw market will find their way to the canneries, and these, added to the regular acreage planted and contracted by the canneries, is liable to turn out a big pack, which will have to be guarded against, as the market is not now in any shape for this. No price has been given out on beans, but no doubt they will be like the low-price "speeler" who says: "Within the reach of all.'

CALIFORNIA MARKET

By "BERKELEY,"
Special Correspondent of "The Canning Trade."

Half Normal Water Supply—Holding Down Asparagus Pack—Huge Crop of Fruits in Sight—Thinning to Produce Large, Fine Quality—But Thousands of Tons Will Go to Waste—Cherries Coming in—Prices on Spinach and Asparagus Well Received—A Decline in Profits from $6.16 Per Share to .09c.

San Francisco, May 7, 1931.

CROPS—While California has been visited by rain during the past week, the precipitation was light, except in the extreme southern portion of the state, and drought conditions hold sway. In the leading deciduous fruit-growing districts the precipitation to date is about half of normal, and the pumping of water for irrigation is commencing two or three months earlier than usual. Field crops, such as spinach and peas, have had a very short season, and the output proved well below expectations. The yield of asparagus is also proving a little short of normal, but more is available than will be used, as canners are holding their pack down to a pre-arranged total of about 1,800,000 cases. It would have been an easy matter to have packed a half a million cases more, had a market been in sight.

Big Crops of Fruits—All danger of frost has passed and the outlook is for a huge crop of deciduous fruits, with the sorry spectacle of thousands of tons being permitted to go to waste. Thinning operations are under way, and every effort is being made to produce fruit of large size and excellent quality, as no market is in sight for anything else. A trip through the Santa Clara Valley and other fruit-growing districts around San Francisco Bay reveals the fact that apricots have set very freely. Some thinning is being done, but this does not seem to be as thorough or as widespread as is the case with cling peaches. In both apricot and peach-growing districts many growers declare that they are without funds to properly thin their fruit and care for their orchards. Canners are preparing to hold their packs down to estimated requirements and no prices to growers have been named. In light of present conditions these are bound to be low. Owing to the warm, dry spring, fruit is expected to ripen earlier than usual. In fact, cherries have been on the market for some time, and are now rolling to the market in carload lots, while apricots will be on the market within ten days.

The Market—The opening prices on California canned asparagus and spinach have been well received by the trade, but buyers are showing no disposition to place other than moderate sized orders. Most packers are guaranteeing their own prices against decline until the end of the year, but even this does not seem to prove much of an incentive to place business. However, prices on these lines are considered to be at bedrock, with the packs below consumption requirements, rather than otherwise. The Canners League of California is compiling statistics of the carryover of spinach this spring, as compared with that of a year ago, and the figures are expected to prove illuminating.

Low Earnings—The annual report of the California Packing Corporation made its appearance the last day of April and added a final note to a long series of discouraging reports of canning concerns. While an unsatisfactory showing had been anticipated, few were prepared for quite such a decline from that of the previous year. The corporation reported net profit of $91,180, or equivalent to 9 cents a share on the stock outstanding, after operating expenses, depreciation, federal taxes, interest and proportionate loss of subsidiaries not wholly owned. Net profits for the previous fiscal year were $6,024,349, or $6.16 a share. For the year ending February 28, 1929, net profits amounted to $6.38 a share. The California Packing Corporation owns 83 per cent of the Alaska Packers Association, and its share of the deficit of the latter amounted to $742,499. Inventories of canned products on February 28, 1931, amounted to $26,204,350, compared with $17,098,930 the previous year. These are carried at replacement value, which is below cost in most instances. In commenting on the heavy inventory carryover, President R. M. Barthold stated that from the close of the fiscal year, on February 28, to April 15, sales out of inventory amounted to 2,943,626 cases, of which 1,071,041 cases have been shipped and billed. Cash received from this business has made it possible to reduce notes payable during this period from the $8,355,239 shown in the balance sheet to $4,750,000 as of April 15.

CORRECT SPINACH WEIGHTS

DUE to the turmoil and upset of standards, etc., we sought to be unusually careful in the preparation of the 1931 Almanac, and accordingly resubmitted all rulings to the U. S. Food and Drug Administration for careful checking.

They know and appreciate the importance and wide use of this Almanac, and, as always, cheerfully complied. An unfortunate slip was made, however, in the matter of spinach cutout weights. The figures as given in the 1930 Almanac were correct, and are correct now, and the change to the old, higher figures for the 1931 Almanac was a mistake.

Disregard the spinach weights in the 1931 Almanac. The proper weights in brief are:

No. 2, 13 oz.
No. 2½, 19 oz.
No. 3, 21.5 oz.
No. 10, 66 ozs.

What Canned Foods Distributors are Doing

INTERVENOR FILES OBJECTIONS AGAINST CONSENT DECREE DECISION—Counsel for the National Wholesale Grocers Assocation have filed their objections in the Supreme Court of the District of Columbia to the verdict of Justice Bailey partially modifying the Consent Decree, citing virtually the same "errors" as did the government appeal to the U. S. Supreme Court. The association, as was the American Wholesale Grocers Association, was allowed by the government to enter

The next step in the proceedings will be a conference of counsel representing all interested parties for the purpose of agreeing upon the "record" in the case, said record being the essential papers which should be forwarded to the Supreme Court of the United States. Included in the record will be all of the testimony introduced in the hearings held in the Supreme Court of the District of Columbia for several weeks last fall.

into the case as intervenor.

The appeal papers filed by counsel for the Grocers Association coincide in many particulars with the "Assignment of Errors" filed by government attorneys. That the court erred in modifying the decree without the consent of the United States Government is one of the chief objections filed.

Other points established in the appeal included the charge that the court erred in deciding that the packers' consent petition for modification stated facts which were sufficient to entitle the packers to the modifications that were granted.

Particular exception is filed to the fact that the court did not dismiss the packers' petition in the face of the testimony alleging that they had failed to comply with the decree, and instead used every effort to evade obeying its restrictions.

In its opinion that the monopoly of the food trade was not possible in the present-day era of chain store enterprise, the objections filed charge that the court was wrong. Attorneys for the Grocers Association further charged in their affidavits that the court erred in ruling that conditions have shown such a change since the original entrance of the decree in 1920, that the modifications granted to the packers were necessary.

Following the meeting of the legal representatives of the packers, Department of Justice and the two associations of wholesale grocers, the record concurred upon will be filed in the United States Supreme Court and the case will be docketed, following which counsel is required to prepare and file additional papers preliminary to the argument, including briefs.

Small hope of the case being heard before the fall term of the Supreme Court is held, but attorneys for the government state that they will endeavor to have the supreme tribunal decide the question as quickly as possible.

Grand Union Initial Quarter Net Profit Increases—Net profit of the Grand Union Company, prominent grocery chain store organization operating throughout upper New York State, for the first three months of the current year totaled $249,978, after all charges and taxes, as compared with $235,867 in the corresponding quarter of 1930, the company reported last week. The 1931 March quarter net profit was equal to 46 cents a share on 271,373 shares of common stock outstanding March 31, as contrasted with 42 cents a share on 262,640 shares of common at the close of the like 1930 period.

As has been the case in many chain grocery system reports, dollar sales of the Grand Union showed a decline aggregating $8,604,260, against $8,842,067 in the first quarter of 1930, a decrease of 2.7 per cent. Tonnage sales, however, are estimated by the company at approximately 12 per cent above the like three months of 1930.

The company showed a substantial improvement in its cash position, as compared with the preceding quarter. As of March 31, cash on hand totaled $1,312,661, against $813,518 at the close of the final quarter of 1930.

Grand Union reported the purchase outright for cash of 18 grocery stores of De Lee & Ryan, situated in Troy, N. Y., and the immediate vicinity. This follows the recent closing of a contract to manage 71 stores, including 12 markets, of the Community Stores in Syracuse and vicinity, all of which strengthen the com-

The law, under a 1930 amendment, requires every distributing house in Virginia to have a separate license, and the articles distributed through such houses are regarded as purchases, which is the basis of a graduated tax with regressive rates.

The special court consisted of Circuit Judges Elliott, Northcott, John J. Parker and District Judge Morris Soper. Judge Soper dissented.

Majority Opinion—The majority opinion, signed by Judges Northcott and Parker, gave a brief resume of the case, saying in part:

"This is a suit in equity brought by the Great Atlantic and Pacific Tea Corporation against the tax administering officials of the State of Virginia, seeking to enjoin those officials from imposing upon or collecting from the plaintiff a distributing house license tax under Section 188 of the State tax code.

The complainant, an Arizona corporation, operated in Virginia during 1929 approximately 229 retail grocery stores. Of these approximately 190 were served by what is known as a distributing house, located in Richmond. Merchandise from this distributing house was distributed not only to local stores, but was also shipped to those of complainant operated in North Carolina, West Virginia and Tennessee. About 80 per cent of the goods manufactured by the complainant were purchased outside the State and shipped to the distributing house. About 20 per cent was purchased from Virginia manufacturers and wholesalers. About 45 per cent of the goods sold by the complainant in Richmond does not pass through local distributing houses."

Explain Terms of Tax—A full explanation of the terms of the license tax is contained in the assenting opinion, which says in part:

"Section 170 of the Virginia Constitution provides that the General Assembly may levy a license tax on any business which cannot be reached by an ad valorem system. Section 188 of the tax code is a statute levying an annual license tax upon merchants. In 1908 the General Assembly amended this by the addition of a paragraph which reads, 'For every distributing house or place in this state other than the house or places of manufacture operated by any persons, firm or corporation engaged in the business as a merchant in this State for the purpose of distributing goods, wares or merchandise among his or its retail stores, a separate merchant's license shall be required and the goods distributed through such house or place shall be regarded as purchases for the purpose of measuring the license tax.

"In addition to the tax on retail stores, the State also levies a license tax on wholesale stores equal in amount to that levied on distributing houses."

In answer to the chain store system's claim that the license tax violated the Fourteenth Amendment of the Federal Constitution, in that it imposes an arbitrary and unreasonable classification and therefore denies the complainant the equal protection of law, the decision declared:

Chain Store Growth—"In recent years, owing to the rapid growth and development of what is known as chain stores, there have been a number of court decisions, both State and Federal, dealing with taxation as attempted to be applied to these stores and in preparation of this opinion the court has examined as many as can be found. * * *

"It is contended by the complainant that the taxing of a distributing warehouse is an effort to place an additional burden on chain stores and cause them to pay a greater tax than retail stores engaged in the same business, and that a distributing house is merely a necessary incident to the retail stores and not taxable separately. The respondents contend that a distributing house that distributes to stores is in the same class as a wholesale house, and performs the same functions and requires the same fire, police and other public service protection. Further the respondents contend that a retail store owned and operated singly, when it sells goods to the public, sells them burdened with wholesale and retail tax, and that where a number of stores operate together as here the complainant virtually does its own wholesaling and the goods are sold subject only to the retail tax. It is further contended by the respondent that the distributing house is properly classified as a wholesale house. And it is conceded that the tax imposed by the statute in question is equal to the tax on a wholesale house."

The court decision points out that, inasmuch as the distributing house is the equivalent of a wholesale house, it can be taxed on the same basis.

All Persons Treated Alike—"Certainly all persons similarly circumstanced are treated alike. Everyone who operates a distributing house is subject to a tax. Webster defines 'distribute' as meaning to 'divide among several or many.' Manifestly there can be no distribution unless there is more than one to which to distribute. Every distributing house performs the function of a wholesale house, and to classify a distributing house with a wholesale house for the purpose of taxation is certainly reasonable and not arbitrary."

The claim of the Great Atlantic and Pacific that, inasmuch as the distribution of goods from the warehouse was in the order of a distribution of goods to various departments of the organization was denied by the court, which declared:

"It is contended that there is no real difference between the complainant's distributing house and a place maintained by a large department store from which goods are supplied to various departments, and that to tax the one and not the other is discrimination. We do not agree with this contention. The one is a place corresponding to a wholesale house, the other a storage house, and to classify them differently for taxing purposes is within the power of the State."

The opinion concluded with the court stating that the injunction was denied and the bill dismissed.

Dissenting Opinion—In the dissenting opinion filed by Judge Soper he declared that the weak point of the law fell in its failure to tax all alike in like circumstances, inasmuch as the law applies only to distributing houses owned by a person who has two or more retail stores.

He continued: "It has no application to a person who operates only one store, no matter how large a business is done. The essential defect remains that the statute deliberately excepts from the tax, warehouses substantially similar to those made subject to its burdens."

While no official statement from the attorneys for the chain store organization was made, it is believed that Judge Soper's opinion will form the basis for an appeal to the United States Supreme Court.

10'S TOMATOES EVIDENTLY SCARCE

May 7, 1931.

The Canning Trade, Baltimore, Md.

Gentlemen: We are interested in purchasing tomatoes packed in No. 10 tins.

Will you be kind enough to furnish us with the names of several packers of New York State and Indiana tomatoes, so that we may get in touch with them. Yours very truly,

S. GUMPERT COMPANY, Inc.
By B. A. TOBY.

Just another evidence of the cleaning-up condition of tomato stocks.

ANNOUNCEMENT

Lansing B. Warner, Inc., announce the removal of their offices to larger quarters, occupying the entire seventh floor of the new Michigan Square Building, 540 North Michigan avenue, Chicago, Ill. Warner reciprocal insures Canners Exchange subscribers at Warner Inter-Insurance Bureau. May 1, 1931.

—— Too Late To Classify ——

FOR SALE—Ten million certified Tomato Plants; Marglobe, Bonny Best, Baltimore and Stone, $1.25 per 1000. Ready May 15th. Five million hardy Cabbage Plants; same price as Tomato Plants. Now ready. Rush your orders; satisfaction guaranteed.
Ideal Plant Co., Franklin, Va. Phone 412

FOR SALE—1 Chisholm Scott Bean Snipper in Al condition. Write for particulars.
Hess Stone Co., Waynesboro, Pa.

SMILE AWHILE

There is a saving grace in a sense of humor.

Relax your mind—and your body. You'll be better mentally, physically—and financially.

SEND IN YOUR CONTRIBUTION.
All are welcome.

GUILT

There is almost unlimited application of the Scriptural injunction, "Let him who is without sin cast the first stone."

An old Negro preacher owned a mule which had an efficient pair of heels and a loud but unmusical voice.

One Sunday morning, while the preacher was delivering his sermon, the mule persisted in putting his head in at the window and braying loudly.

The preacher finally said: "Breddern and sisters, is dere one among you all who knows how to keep dat mule quiet?"

"Pahson" replied a man, "if you will jess tie a stone to dat mule's tail he sho will keep quiet."

"Breddern and sistern," said the preacher, "let him who is without sin tie de fust stone."

PARTICULAR HUBBY

Mistress—My husband doesn't like this hat on me, so you may wear it, Anna.

Maid—That's no use; he doesn't like it on me, either.

COULDN'T STAND THE SAUSAGE

Mrs. Newly Riche (back from abroad)—Yes, my dear. I had a grand time. Saw the big Liver picture gallery at dear old Paris, and drove down that splendid Champion Ananiases—you know, the famous driveway. We went all over France.

Mr. Olde Traveler (enthusiastically)—I presume you got a taste of Boulogne?

Mrs. Newly Riche (reminiscently)—Indeed, no! French steaks are bad enough without eating their sausage!

SLICE OF THE OLD HAM

Fat Man (fondling baby)—What do you think of my son, Jim?

Jim (surveying father)—Well, I'd say that he was a stave off the old barrel.

CALL IN A GYPSY

Customer—What does this mean? There's a fly in the bottom of my tea cup!"

Waitress—How do I know? I'm a waitress, not a fortune teller!"

HOW ABOUT THIS, WATSON?

"I see Goldbaum had a fire last night."

"Vell, he's a nice feller; he deserves it."

WHERE TO BUY

—— the Machiney and Supplies you need, and the Leading Houses that supply them. Consult the advertisements for details.

ADHESIVES, Pastes and Gums.

ADJUSTER, for Chain Devices.
Hamachek Mach. Co., Kewaunee, Wis.

Apple Paring Machines. See Paring Mach.

BEAN SNIPERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.

BEET MACHINERY.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

Baskets, Wire, Scalding, Pickling, etc. See Cannery Supplies.

BELTS, Carrier, Rubber, Wire, Etc.
Berlin-Chapman Co., Berlin, Wis.
La Porte Mat and Mfg. Co., La Porte, Ind.

Bean Cleaners. See Clean and Grad. Mach.
Beans, Dried. See Pea and Bean Seed.

BLANCHERS, Vegetable and Fruit.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Blowers, Pressure. See Pumps.

BOILERS AND ENGINES, Steam.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

BASKETS, Picking

BOOKS, on Canning, Formula, Etc.
A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry.
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.

Bottle Caps. See Caps.
Bottle Cases, Wood. See Boxes, Crates.
Bottle Corking Machines. See Bottlers Mchy.

BOTTLERS' MACHINERY.
Ayars Mach. Co., Salem, N. J.

Bottle Screw Caps. See Caps.

BOXES, Corrugated Paper.
Hinde & Dauch Paper Co., Sandusky, O.

BOX (Corrugated) SEALING MACHINES.
A. K. Robins & Co., Inc., Baltimore.

Boxes, Corrugated Paper. See Cor. Paper Prod.

BOXES, Lug, Field, Metal.
Berlin-Chapman Co., Berlin, Wis.

BOXING MACHINES.
Westminster Mach. Works, Westminster, Md.

BROKERS.
J. Harry Cain, Baltimore.
Phillips Sales Co., Cambridge, Md.

Buckets and Pails, Fiber. See Corr. Paper Products.
Buckets and Pails, Metal. See Enameled Buckets.
Buckets, Wood. See Cannery Supplies.

BURNERS, Oil, Gas, Gasoline, Etc.
A. K. Robins & Co., Inc., Baltimore.

BY-PRODUCTS, Machinery.
Edw. Renneberg & Sons Co., Baltimore.

Cabbage Machinery. See Kraut Mchy.

CAN COUNTERS.
Ams Machine Co., Max, New York City.
Ayars Mach. Co., Salem, N. J.

Can Conveyors. See Conveyors and Carriers.
Can Fillers. See Filling Machines.

CAN MAKERS' MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
Slaysman & Co., Baltimore.

Can Markers. See Stampers and Markers.

CAN SEALING COMPOUNDS.
Ams Machine Co., Max, New York City.

CAPPING MACHINES, Soldering.
Ayars Mach. Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Capping Steels, Soldering. See Cannery Sup.

CAN WASHING MATERIALS.
J. B. Ford Co., Wyandotte, Mich.

CANS, Tin, All Kinds
American Can Co., New York City.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, O.
Metal Package Corp., New York-Baltimore.
Phelps Can Co., Baltimore.
Phillips Can Co., Cambridge, Md.

CAN WASHING MACHINES.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

CANNERY SUPPLIES.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

Can Stampers. See Stampers and Markers.

CARRIERS AND CONVEYORS, Gravity.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Cartons. See Corrugated Paper Products.
Catsup Machinery. For the preparatory work: see Pulp Mchy; for bottling: see Bot. Mchy.
Chain Belt Conveyors. See Conveyors.
Chain for Elevating, Conveying. See Conveyors.
Checks, Employers' Time. See Stencils.
Chutes, Graviety, Spiral. See Carriers.

CLEANERS AND CLEANSERS.
J. B. Ford Co., Wyandotte, Mich.

CLEANING AND GRADING MACHY., Fruit.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

Cleaning and Washing Machines, Bottle. See Bottlers' Machinery.
Cleaning Machines, Can. See Can Washers.

CLOCKS, Process Time.
Ayars Mach. Co., Salem, N. J.
Sprague-Sells Corp., Chicago.

CLOSING MACHINES, Open Top Cans.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.

Coils, Copper. See Copper Coils.
Condensed Milk Canning Machinery. See Milk Condensing Machinery.

CONVEYORS AND CARRIERS, Canners.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

COOKERS, Continuous, Agitating.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Souder Mfg. Co., Salem, N. J.

Cookers, Retort. See Kettles, Process.

COOLERS, Continuous.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.

COPPER COILS, for Tanks.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Copper Jacketed Kettles. See Kettles, Copper.

CORN COOKER-FILLERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN CUTTERS.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
The United Co., Baltimore.

CORN SHAKERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Baltimore.

CORN HUSKERS AND SILKERS.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
United Company, Baltimore.

Corn Mixers and Agitators. See Corn Cooker Fillers.

CORRUGATED FIBRE SHIPPING CASES.
Hinde & Dauch Paper Co., Sandusky, O.

CORRUGATED PAPER PRODUCTS (Boxes, Bottle Wrappers, Etc.).
Hinde & Dauch Paper Co., Sandusky, O.
U. S. Prt. & Litho. Co., Cincinnati, O.

Counters. See Can Counters.
Countershafts. See Speed Reg. Devices.

CRANES AND CARRYING MACHINES.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

CRATES, Iron Process.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

Cutters, Corn. See Corn Cutters.
Cutters, Kraut. See Kraut Machinery.
Cutters, String Bean. See String Bean Mchy.

CULTURES, Inoculation.
Straburger & Siegel, Baltimore.

DECORATED TIN (or Cans, Caps, Etc.).
American Can Co., New York City.
Continental Can Co., New York City.

Dies, Can. See Can Makers' Mchy.
Double Seaming Machines. See Closing Mach.

DRYERS, Drying Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.

Employers' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Engines, Steam. See Boilers and Engines.
Enamel-Lined Kettles. See Tanks.

EVAPORATING MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.

EXHAUST BOXES.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

Factory Stools. See Stools.
Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

FIBRE CONTAINERS for Food (not hermetically sealed).
American Can Co., New York City.
Continental Can Co., New York City.
U. S. Prt. & Litho. Co., Cincinnati, O.

FIBRE PRODUCTS, Boxes, Boxboards, Etc
Hinde & Dauch Paper Co., Sandusky, O.
U. S. Printing & Litho. Co., Cincinnati, Ohio.

Fillers and Cookers. See Corn Cooker-Fillers.
Filling Machines, Bottles. See Bottlers' Mchy.

FILLING MACHINES, Can.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

Filling Machine, Syrup. See Syruping Mach.

FINANCING AND WAREHOUSING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

WHERE TO BUY---*Continued*

FINISHING MACHINES, Catsup, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Friction Top Cans. See Cans, Tin.
Fruit Graders. See Clean. & Grad. Mchy., Fruit.
Fruit Parers. See Paring Machines.

FRUIT PITTERS AND SEEDERS.
Huntley Mfg. Co., Brocton, N. Y.

Fruit Presses. See Cider Makers' Machinery.
Gasoline Firepots See Cannery Supplies.

GENERAL AGENTS for Machinery Mfrs.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Generators, Electric. See Motors.

GLASS-LINED TANKS.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.

Governors, Steam. See Power Plant Equipment.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Clean. and Grad. Mchy.
Hoisting and Carrying Machines. See Cranes.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.

INOCULATION, for Peas, Etc.
Strasburger & Siegel, Baltimore.

INSURANCE, Canners'.
Canners' Exchange, Lansing B. Warner, Chicago.

Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.
F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

KETTLES, Copper, Plain or Jacketed.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Kettles, Enameled. See Tanks, Glass-Lined.

KETTLES, Process.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

KNIVES, Miscellaneous.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT CUTTERS.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT MACHINERY.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Baltimore.

LABELING MACHINES.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Westminster Machine Works, Westminster, Md.

LABEL MANUFACTURERS.
H. Gamse & Bro., Baltimore.
R. J. Kittredge & Co., Chicago
Michigan Litho. Co., Grand Rapids, Mich.
National Color Printing Co., Baltimore, Md.
Piedmont Label Co., Bedford, Va.
Simpson & Doeller Co., Baltimore.
U. S. Printing and Litho. Co., Cincinnati.

LABORATORIES, for Analyses of Goods, Etc.
National Canners Assn., Washington, D. C.
Strasburger & Siegel, Baltimore.

LIMA BEAN RUBBERS.
The Scott Viner Co., Columbus, O.

Markers, Can. See Stampers and Markers.
Marmalades, Machinery. See Pulp Machinery.

MILK CONDENSING AND CANNING MCHY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.

Molasses Filling Machines. See Filling Mach.

OYSTER CANNERS' MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

Packers' Cans. See Cans.
Pails, Tubs, etc., Fibre. See Fibre Cont.
Paper Boxes. See Currog. Paper Products.

PARING MACHINES.
Sinclair-Scott Co., Baltimore.

PASTE, CANNERS'.
A. K. Robins & Co., Inc., Baltimore.

PEA AND BEAN SEED.
Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
J. B. Rice Seed Co., Cambridge, N. Y.
Rogers Bros. Seed Co., Chicago.

PEA CANNERS' MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Scott Viner Co., Columbus, O.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PEA HULLERS AND VINERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, O.

PEA VINE FEEDERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, O.

PEELING KNIVES.
A. K. Robins & Co., Inc., Baltimore.

Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, Continuous.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, Etc. See Baskets.
Picking Belts and Tables. See Pea Can. Mchy.

PINEAPPLE MACHINERY.
Hansen Cang. Mach. Corp., Cedarburg. Wis.
Sprague-Sells Corp., Chicago.
A. K. Robins & Co., Baltimore.
Zastrow Mach. Co., Baltimore.

Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Machinery.
Power Presses. See Can Makers' Machinery.
Power Transmission Machinery. See Power Plant Equipment.

PRESERVERS' MACHINERY.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

PULP MACHINERY.
Berlin Chapman Co., Berlin, Wis.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PUMPS, Air, Water, Brine, Syrup.
Ams Machine Co., Max, New York City.
A. K. Robins & Co., Inc., Baltimore.
Slayman & Co., Baltimore.

Retort Crates. See Kettles, Process.
Rubber Stamps. See Stencils.
Saccharometers (syrup testers), See Cany. Sup.

SALT DISTRIBUTING MACHINE.
F. H. Langsenkamp Co., Indianapolis, Ind.

SEALING MACHINES, Box.
A. K. Robins & Co., Inc., Baltimore.

Sanitary (open top) Cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, Tomato, Etc.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Scalding and Picking Baskets. See Baskets.
Sealing Machines, Bottles. See Bottlers' Mchy.

SEEDS, Canners', All Varieties.
Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
J. B. Rice Seed Co., Cambridge, N. Y.
Rogers Bros. Seed Co., Chicago.

Separators. See Pea Canning Mchy.
Sealing Machines, Cans. See Closing Machines.

SHEET METAL WORKING MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill
Slaysman & Co., Baltimore.

SEIVES AND SCREENS.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

SILKING MACHINES, Corn.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Sorters, Peas. See Cleaning and Grading Mchy.

SPEED REGULATING DEVICES (for Machines, Belt Drives, etc.).
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Sinclair-Scott Co., Baltimore.

Supply House and General Agents. See General Agents.

STAMPERS AND MARKERS.
Ams Machine Co., Max, New Yorfk City.
Chisholm-Ryder Co., Niagara Falls, N. Y.

Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.

STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, Etc.
A. K. Robins & Co., Inc., Baltimore.

STIRRERS FOR KETTLES.
F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

STRING BEAN MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Burton Cook & Co., Rome, N. Y.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

SYRUPING MACHINES.
Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Tables, Pickling. See Canners' Machinery.

TANKS, Metal.
Berlin-Chapman Co., Berlin, Wis.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

TANKS, Glass Lined, Steel.
Sprague-Sells Corp., Chicago.

TANKS, Wooden.
Sprague-Sells Corp., Chicago.

Testers, Can. See Can Makers' Machinery.
Ticket Punches. See Stencils.

TIN PLATE
American Sheet and Tin Plate Co., Pittsburgh.

TOMATO CANNING MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

TOMATO PEELING MACHINE.
A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.
Berlin-Champman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Variable Speed Countershafts. See Speed Reg.

VINERS & HULLERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

WAREHOUSING AND FINANCING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

Washers, Bottles. See Bottlers' Machinery.

WASHERS, Can and Jar.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarbury, Wis.
A. K. Robins & Co., Inc., Baltimore.

WASHERS, Fruit, Vegetables.
Ayars Machine Co., Salem, N. J.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Scott Viner Co., Columbus, O.
Sprague-Sells Corp., Chicago.
The United Co., Baltimore.

Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply System. See Tanks, Wood.

WRAPPERS, Corrugated, Bottle.
Hinde & Dauch Paper Co., Sandusky, O.

WYANDOTTE, Sanitary Cleaner.
J. B. Ford Co., Wyandotte, Mich.

Judge Syrupers

Positive Measure---High Speed---Non-Spill
Automatic Disc-feed

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Syruping Fruits and for Liquid Filling

E. J. JUDGE

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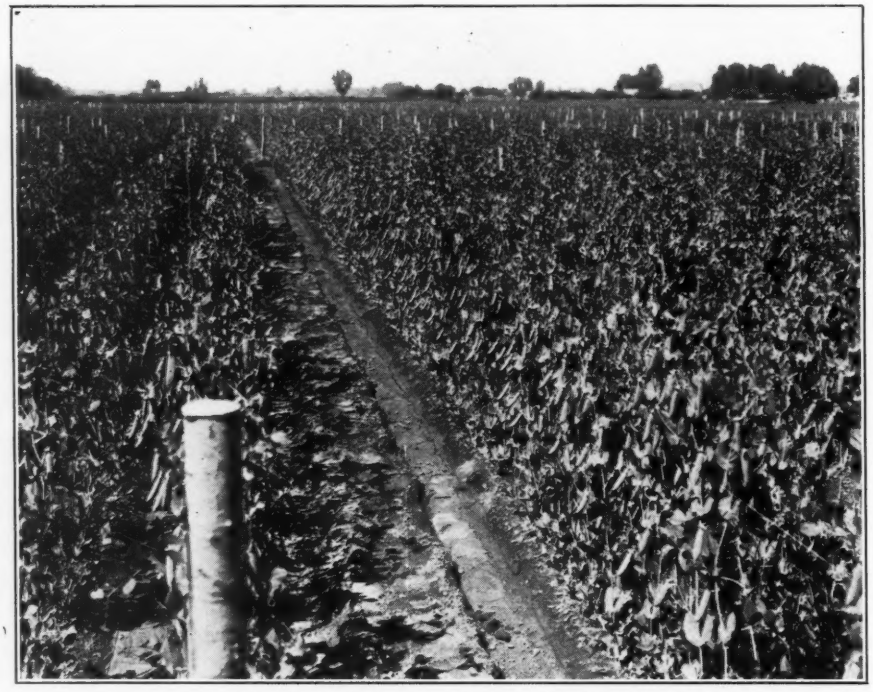

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The number of pods per plant ready for canning on a given day, the size of pod and the number of peas in each pod are factors that make for superior quality in the can and for high yields.

OUR STOCKS OF ALASKA, PERFECTION AND SURPRISE PEAS ARE OUTSTANDING IN EVENNESS OF MATURITY AND SIZE OF POD.

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